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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CI.

NEW YORK, JUNE 10, 1922

No. 23

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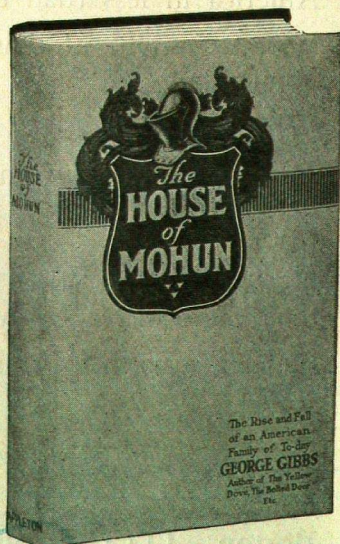
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The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

June 10, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Traveler and the Buyer

AS the travelers with their fall lines are now abroad in the land beginning the most important of the book-trade's buying seasons, those retailers who realize the importance of the contact between buyer and seller should re-read the paper written by a publisher's salesman for the Convention at Washington under the title "As Ithers See Us." It is the business of a successful traveler to adapt himself as much as possible to the ways and habits of the buyer. The buyer is not always as careful to understand the salesman's situation. This article points out some of the conditions of selling books on the road which the buyers should appreciate, and, appreciating, help to improve.

1st, Be prepared for the salesman. A notification usually precedes his coming with a copy of the catalog for checking. A checking done carefully in advance is better than a hasty checking on the day of the traveler's arrival. No traveler likes to sell to a poorly prepared buyer.

2nd, Arrange work to handle buying systematically. In stores where the buyer is also the manager and sometimes salesman, this is particularly necessary. As buying is so extremely important a part of the year's business, it should be systematically arranged for.

3rd, Keep appointments as closely as is possible. This is not only common courtesy but it means that the buyer understands that time is money, and the traveler's time must be taken care of in the expense of selling.

4th, Do not postpone buying. Sometimes the traveler is put off from one trip to another merely because of a lack of appreciation of what time is worth.

5th, Give real orders, if possible, orders that are subject to probable curtailment or which may never be confirmed are of no satisfaction to the traveler, and the buyer does not make

things pleasanter by holding out delusive prospects.

6th, Get special conditions of sale down in writing. If there are any arrangements connected with a purchase that are out of the ordinary, have them put in writing on the copy of the order, so that future friction may be avoided.

7th, Keep record of selling plans. Many books are bought in quantity because of special selling plans that the traveler has outlined. If these special selling plans are lost sight of, the stock when received will not move as it should. It is the buyer's business to keep record of these plans.

8th, Give new authors a show, if possible. Travelers find that buyers plead for books by new authors, but, when shown, decide that the experimenting should be done by some other bookseller. Every bookstore can be a pioneer in some field.

9th, Let the traveler talk with the sales people. Much valuable selling information and merchandising impulse is carried from city to city by the travelers, and contact with people on the floor is valuable. Unless such contact seriously interferes with the routine of store keeping, it is to be encouraged and not discouraged.

10th, Remember the traveler has his troubles. Touring the country and keeping appointment after appointment is not a pleasure trip. Keep the traveler's difficulties in mind and give him courteous and friendly welcome in your city. Comradeship between buyer and seller is a fine thing, and mutual confidence and respect will develop business for both.

Active Market for "Classics"

TWO of the most energetic advertising campaigns in the direct selling book field in recent months have been that of the Little Leather Library Corporation selling a series of little classics in attractive handy form and the campaign from Gerard, Kansas on little classics at 10c each. These campaigns may be symbols of a new interest in the old standards which may spread in many directions and bring a wider display of old titles in the bookstores.

The *Everyman's Library* has recently added new titles, and the same publishers have been developing further their *King's Treasury Series* with many attractive items. The *Modern Library* is now pretty fully established in

all book outlets, specializing, as it does, in the accepted books of the last fifty years. A new series of European classics has been started by Nicholas L. Brown entitled the *Sea Gull Library*, with four volumes ready and others in preparation. New volumes have appeared in the *Loeb Library* of Greek and Latin classics, now well over its hundredth volume. A. A. Knopf, Inc., has undertaken the American distribution of a series of world classics in their original languages which are printed in Germany.

A book distributing system that does not make available all the literature of the past is certainly failing in an important function, and it is to be hoped that these signs may be real indications of a growing attention to the old books.

New A. L. A. Reading Course

WITH the publication of two pamphlets describing reading courses on Accounting and on Journalism, the American Library Association has begun a new effort to increase the use of practical books and to assist in the country's problems of adult education. The Library Association believes that in every community there are men and women who would like to undertake definite courses of reading and that more helpful advice on specific subjects might be given by an expert in pamphlet form than could be available from any library or bookstore assistant whose experience must of necessity cover many fields more or less superficially.

The first two pamphlets cover Accounting and Journalism and have text describing the approach to the subjects as well as a list of books best adapted to a serious course of study. The series as planned restricts reading recommendations to six or eight books, and the pamphlets will be revised from time to time, but only when new publications make this necessary. Bookstores will find these helpful in building up reading interest and in increasing the number of people who are making books an important part of their business progress. The titles that are mentioned in the pamphlet on Accounting are:

First Year in Bookkeeping and Accounting.

By MacFarland and Rossheim.. *Appleton*.

Accounting Theory and Practice, Vols. I and II. By Roy B. Kester. *Ronald Press*.

Cost Accounting Budget in connection with Rowe's Bookkeeping and Accountancy. *H. M. Rowe Co.*

Cost Accounting. By Nicholson and Rohrbach. *Ronald Press*.

Auditing Theory and Practice. By R. H. Montgomery. *Ronald Press*.

Duties of the Junior Accountant. By Reynolds and Thornton. *American Institute of Accountants*.

Mathematics of Accounting and Finance. By Finney and Walton. *Ronald Press*.

The Elements of Business Law, With Illustrative Examples and Problems. By E. W. Huffcut. *Ginn*.

The course on Journalism includes these titles:

Essentials in Journalism. By H. F. Harrington and T. T. Frankenberg. *Ginn*.

Types of News Writing. By W. G. Bleyer. *Houghton Mifflin*.

How to Write Special Feature Articles. By W. G. Bleyer. *Houghton Mifflin*.

The Editorial: A Study in Effectiveness in Writing. By Professor L. N. Flint. *Appleton*.

A Handbook for Newspaper Workers. By Grant M. Hyde. *Appleton*.

Making a Newspaper. By J. L. Given. *Holt*.

Writing for Print. By H. F. Harrington. *Heath*.

The Country Weekly. By Phil C. Bing. *Appleton*.

Success, and The Clarion. By Samuel Hopkins Adams. *Houghton Mifflin*.

Copies of these pamphlets and later ones can be obtained from the American Library Association, 78 East Washington Street, Chicago.

Tariff on Casein Protested

ANOTHER protest against too high a tariff rate in the new bill is that being lodged in Congress by the paper makers against a 4c per pound duty on casein. Casein, which is made from skimmed milk, is the principal ingredient used in binding the fibers of pulp together to make book paper. The largest part of it comes from Argentine. Under normal conditions, this country would import about 20,000,000 pounds. The domestic supply would be somewhere between 5,000,000 and 8,000,000 pounds per year. More than this is not likely to be produced in this country, because the dairies do not turn their skimmed milk into this product until the market has been amply supplied with all the other products, such as powdered milk, cheese or condensed milk. Casein has sold for about 15c a pound, and the increase in cost that would come from a 4c duty would put the American makers of book paper under a serious handicap in comparison with the European countries. Users of finished paper will be interested to support the paper makers in this protest, as the increased duty proposed would seem to serve no good purpose in maintaining the American industry.

Government Reading Courses

By Joseph L. Wheeler

Librarian of the Youngstown Public Library

FOR several years Uncle Sam has taken note that education does not stop when school days are done. The Bureau of Education has a Home Education Division, the idea of which is, that people can be encouraged to read and study at home. With the marked increase in sales of really good books of non-fiction since the war, the book-trade must be interested in this Home Reading project, for the Bureau has now issued and distributed in large quantities a score of these courses, which have gone into thousands of homes and influenced men, women and children to read thousands of good books. The trade can do much to further this great work, and in turn may benefit by it.

Here is a list of the courses up-to-date

1. Great Literary Bibles.
2. Great Literature—Ancient, Medieval, Modern.
3. Miscellaneous Reading Course for Parents.
4. Miscellaneous Reading Course for Boys.
5. Miscellaneous Reading Course for Girls.
6. Thirty Books of Great Fiction.
7. Thirty World Heroes.
8. American Literature.
9. Thirty American Heroes.
10. American History.
11. France and Her History.
12. Heroes of American Democracy.
13. The Call of Blue Waters (Seamanship.).

14. Iron and Steel.
15. Shipbuilding.
16. Machine Shop Work.
17. Foreign Trade.
18. Dante.

19. Master Builders of Today.

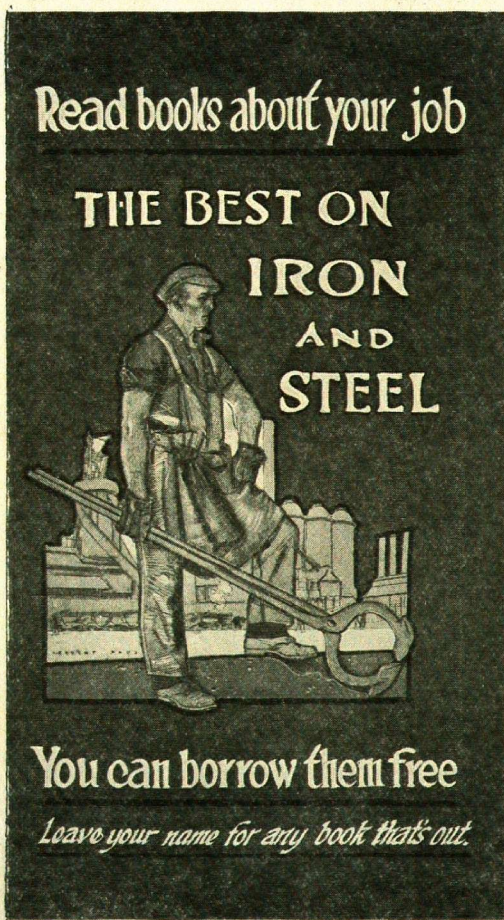
20. Twenty Good Books for Parents.

Among these the most popular are numbers 3, 4, 5, 6 and 10, probably because they have been longest and most widely advertised.

Since last July the Bureau has received 8,300 requests for information about the courses and has distributed more than 51,000 copies. Readers who really mean business and will undertake to complete the dozen or score of books in any course are "enrolled" and upon completion of the course receive a beautiful "official" engraved certificate from the government. It is realized by those interested, however, that the real results come from the tremendous amount of reading done by those who pick up the lists and then informally and at their own good time, without reporting to anyone,

read one or two or several of the books recommended. Probably the great bulk of this reading goes on without any notice either by the libraries or the bookdealers of the country.

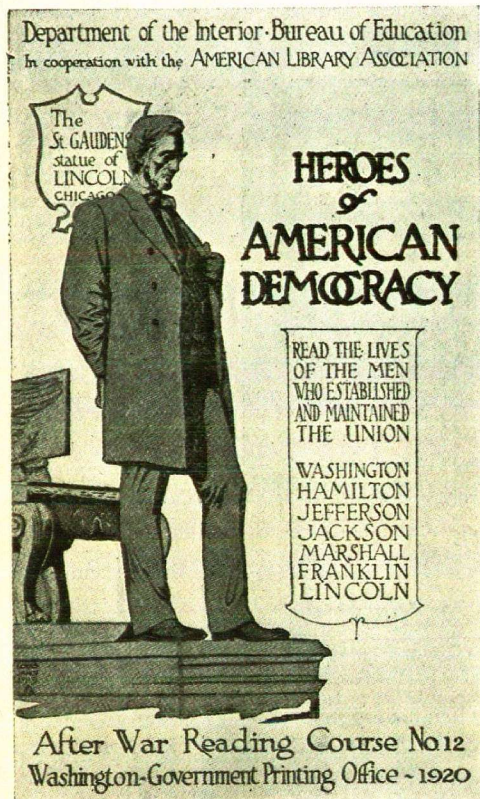
The last five years have seen important advances in the general project. Efforts were made to connect it with the work of the Ex-



THE TYPE OF POSTER MADE UP BY THE YOUNGSTOWN PUBLIC LIBRARY TO PROMOTE THE DEMAND FOR VOCATIONAL BOOKS.

tension Divisions of the State Universities, with a view to localizing it. As a result sixteen states now have someone directly interested in encouraging Home Reading, sending out lists, receiving applications and reports, and issuing certificates.

Progress has been made, also, in publishing the courses in a style that would have more



COVER OF PAMPHLET NUMBER 12 IN THE GOVERNMENT READING COURSES—ONE OF THE MOST CAREFULLY PREPARED OF THIS SERIES.

visual appeal and publicity value than did the original closely set, 8-point leaflets, which had no title page or design. Six of the later courses have attractive covers prepared by artists, and several have the titles run into an interesting text written by specialists. Of the latter the most recent is the course on Teaching, which was prepared for the American Library Association by Professor Strayer of Columbia.

From the publicity point of view, as well as for the care given to the selection of the books and the preparation of the text, Reading Course No. 12, "Heroes of American Democracy," is perhaps the most successful. Like several others it was prepared for the Bureau by the

American Library Association, which in turn was able to enlist the talent of Helen Nicolay, the well-known writer on American history. In a most inspiring text which briefly notes the part played by each of the 14 American leaders, Miss Nicolay introduces the titles of 21 biographies. There is an illustration of the row of books and a facsimile of the certificate. The front cover carries an artist's rendering of the St. Gaudens' statue of Lincoln.

What does such an obviously good list as this lack to make it reach into the thought of the American people? Uncle Sam could thru an army of willing co-operators make such a list of some consequence in moulding and stabilizing public opinion, for the books which it suggests deal with the lives, the motives and the problems of the men who established and maintained this nation. The effective distribution of these reading lists and a national campaign to call attention to them have not yet been successfully directed from Washington. Libraries, bookstores, study clubs and schools must be organized and instructed so that the lists will be placed in the hands of promising "prospects." It is here that the book-trade can be of service while it aids its own interests.

The typical method of utilizing booklists in public libraries would make an advertising man complain bitterly, and the same is true to a less degree in the bookstores. After most libraries have invested hours of labor in compiling booklists and good money in having them printed (locally, too, when they could do it more cheaply in co-operation with other libraries), they often appear so overcome with pleasure at the mere sight of their product that they neglect to carry out the real object of their work, which was (was it not?) to get more people to read more books. Accordingly they stack their lists upon their lending desks, and the bookdealers stack the publishers' circulars under the counter, where they rest peacefully for several months. They might better study methods of distribution and see that each copy of the lists goes out of the library or the store and into the hands of men and women who might care to read the books.

A large part of the Bureau of Education's Reading Courses is sent out from Washington to libraries, clubs and schools, and it is a safe gamble that a goodly proportion of them never reaches the hands of the ultimate prospective reader for lack of effort by the distributors.

Booksellers can secure copies of these courses from Washington or from such local libraries as have had the "gumption" to use first class lists which they themselves did not prepare. Then they can pass them on to customers, either at the store or thru the mail, enclosed with bills or with other book publicity. Great numbers of book-store patrons

would be glad indeed to see some of these courses and thereby be led to purchase and read some of the books, most of which would be in the stock of the average store (except the technical titles).

The enterprising dealer can easily visualize possible devices to feature the "Uncle Sam Reading Courses." Among others would be a window display, showing the series of lists, possibly with posters or cut-outs of appropriate figures, and a number of the books themselves. Possibly the Bureau of Education would provide a full-size facsimile of the cer-

tificate to serve as the central feature of the window. Much good would result if the Bureau could arrange to send out these full-size facsimiles so that libraries and bookstores could post them in a conspicuous place and thereby create a little curiosity.

A subsequent article will consider the general subject of book lists, their compilation, printing and distribution, and the means by which the book-trade can aid in developing this important publicity medium, partly thru the co-operation of publishers, dealers and libraries.

Unpaid Creators of New Book Business

By William R. Reinicke

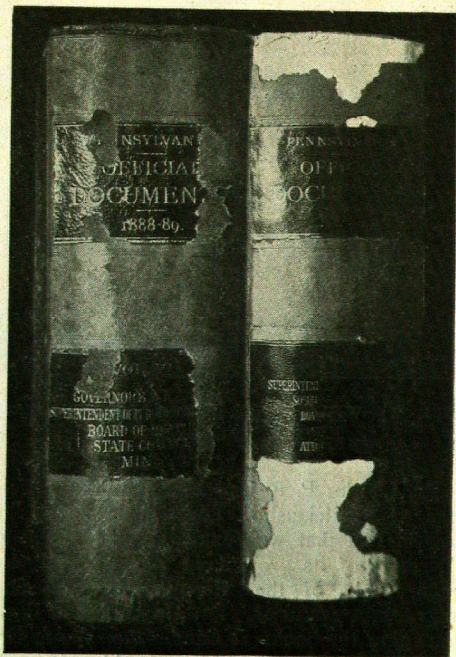
PART I

WHEN you speak of bookworms, even to an old book collector, he is apt to say that he has read of such worms, but as neither he nor anyone else that he knows has ever seen one, he has his doubts about the existence of such creatures. Still, they do exist, and have carried on their depredations since the time that records were kept on papyrus, skins and paper, and altho in most cases, the amount of injury has been little, the total has amounted to great losses, and in some places the loss caused by them has been very great.

The earliest reference to the subject according to Austin was discovered among the fragments of manuscript attributed to Evenus, the sophist-poet of Paros, who wrote about 450 B. C. Aristotle speaks of a "little scorpion-like creature found in books;" evidently one of the book-lice. Horace and Ovid also speak of the bookworm. Martial who lived in the first century, and Lucian in the second, also mention the destruction caused by him.

Robert Hooke in his "Micrographic," published in 1665, gives the first description of an insect destructive to books, but if it was not for the illustration accompanying the description, it would be impossible to tell what kind of insect he meant. The illustration (Fig. 4) is that of one of the silver fish, which is today found among collections of books. It was not until the time of Linnaeus (1707-1778) and Fabricius (1743-1807) that the description of insects were written in such manner, as to enable the student of today to identify them with any degree of certainty. Even the poets could not resist the temptation of putting into verse the ravages of the bookworm, and over thirty-three poets, including the immortal Robert Burns, have mentioned him.

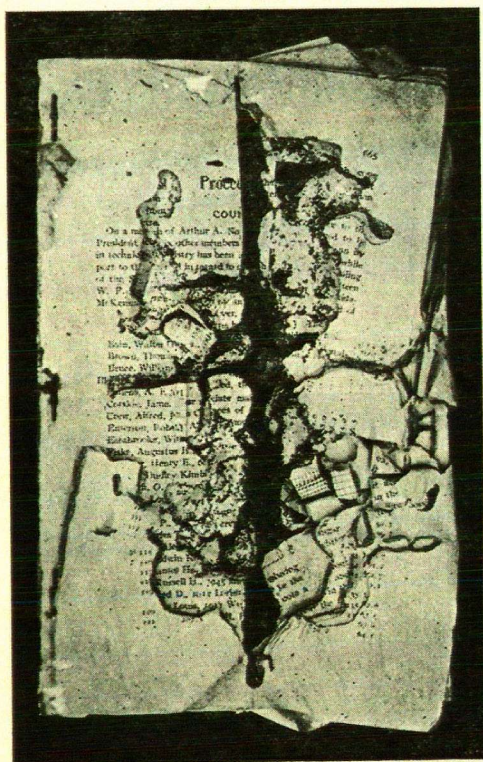
Naturally the collections kept in libraries located in the warm regions of the world are the greatest sufferers from their injuries. In some cases, entire collections not only of books, but of government records have been destroyed, often in a few days. I was told



(FIG 1) LEATHER BINDINGS DESTROYED BY CRICKETS AND ROACHES.

that when the American government took over the Philippine Islands, the records of the old Spanish government were in a deplorable condition, due to the ravages of insects, espe-

cially the termites or white ants. When a volume supposed to contain records was lifted off of the shelf, the contents often fell out, and resembled a miniature snow storm, so completely had they been eaten into bits. Book collections in the Hawaiian islands are great sufferers from these insects. I have seen books from there so badly damaged that some of them looked as tho a mischievous boy had endeavored to see how many strips he could cut out of the pages.



(FIG. 2) WHITE ANTS EAT A BOOK TO LACE WORK.

Dr. Charles P. Fisher, Librarian of the College of Physicians of Philadelphia, says: "It was in 1901 that we found the book-worm in all stages of its growth, in a number of valuable books of the fifteenth, sixteenth and seventeenth centuries. Dr. Hagen found them damaging the books at Cambridge, Mass. Dr. Thomas L. Montgomery, state librarian of Pennsylvania, stated that "when in Bermuda, the librarian of the public library showed him a number of badly riddled books. He said that it was practically impossible in that climate to keep calf bound books free from worms. One report upon injurious insects had been so badly eaten, that the pages would scarcely hold together.

John C. Fitzpatrick, formerly of the division of manuscripts, of the library of Congress writes: "The manuscripts which suffered in all cases are those that came to us from the tropics and the warm climates such as Florida, New Mexico. . . All the manuscripts have not suffered alike, some are eaten to a lacework by a boring bug, others have been chewed to powder with the different variations possible between these two efforts.

In Florida I found many examples of their attacks, especially upon bindings, and one of the interesting discoveries was that the various dyes of coloring matter used in coloring the leathers were concerned. There were some books bound in certain colors, that had been on the shelves for long periods, untouched, while other books, bound in different colored bindings, were damaged the first night.

There is scarcely a state in the Union from which bookworm damage has not been recorded. I have received hundreds of ravaged books from almost every country in the world, and it was quite wonderful to note the many and various ways in which they had been damaged. Some looked like pieces of lace, strips of narrow ribbons; others had hundreds of small perforations, as tho made with a shotgun, or large excavations, often the size of a walnut in them, and again large portions were entirely eaten away. Bindings were perforated, pieces gnawed out, or badly discolored by the insects sucking the coloring matter. (Fig. 1.)

Nor does any one section, due to climatic conditions, seem to be exempt. In a dry region, it is true, that the insects that require a moist atmosphere are missing, but to compensate for this, the district is inhabited by a species which requires heat.

The little brown beetle, known to scientists as *Sitodrepa panicea* is generally called the bookworm. This little insect, which has been carried to all parts of the world by commerce, has also become cosmopolitan in its food habits, and has been given the common name of "the cigarette beetle" on account of the great damage it does to tobacco. It does damage books, often very seriously.

The beetles contain the largest number of species destroying books. They also attack the bindings. Both larva and adult assist in the work of destruction. The moths contribute a number of species, but in their case it is only the larva which eats the paper. Crickets and roaches (Fig. 3) are very destructive to bindings. The roaches will eat the leather bindings for the oils and fats contained in them, and suck out the dyes and pigments used in filling the cloth bindings.

If the name of bookworm is to be given to the insect causing the greatest amount of damage to books, the title should be given to the

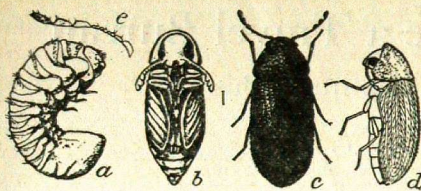


FIG. 61.—*Nitidrepa panicera*: a, larva; b, pupa; c, beetle, dorsal view; d, lateral view—all much enlarged, e, antenna—more enlarged (author's illustration, reengraved).

(FIG. 3) BEETLES, ONE OF THE MOST DEADLY BOOK ENEMIES. THE BROWN BEETLE IS COMMONLY CALLED THE BOOK-WORM.

white ants, those pests not only of books, but of almost everything used by man. The white ants (Fig. 2) which by the way, are not true ants, are the arch-destroyers of books, and as all of their work is done under the surface, only making a small hole for entrance, great damage is often done before one is aware of their presence. In a single night they will easily chew a number of volumes into small fragments, and as they are found in almost all parts of the world, one never knows when his books are safe.

Silverfish are found among many collections of books and papers, and it is known that they will eat the coatings off of coated papers, and the film of photographs. The little book scorpions or book lice are known everywhere, as one can scarcely pick up a book, or take a paper out of a drawer without discovering one, that is, if you have a sharp eye, and are quick enough to spy him as he scampers away to hide. Mites, flies and the larva of butterflies have been accused of damaging books, but I believe that the proof is doubtful.

Over one hundred and forty-six species of insects are named as being destructive to books among the eight hundred articles upon the subject.

Praises American Ad Writers

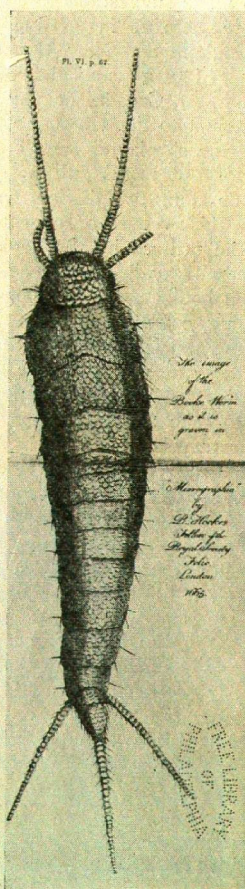
SIR Charles Higham, whose book on "Scientific Distribution" was published by Knopf in 1918, is in this country as an official delegate to the convention of the Advertising Clubs of the World. American advertising, he believes, is leading the way of advertising all over the world. "We in England," he says, "are trying to follow in your path." The English mind, he believes, is not trained to use our exact form of advertising, but the psychology of the approach is the same. Flamboyant statements, exaggeration and humor, are quite out of place in English advertising.

Unless Sir Charles is misquoted in the papers, he seems surprised that the writers of our advertisements know how to use good English. To quote from the press interview of June 2nd: "I am increasingly surprised at the use of good English here in advertising. I have seen really

beautiful English written in American advertisements."

Church Growth

THE success of Religious Book Week and the increasing attention that it helped to give to the place of the printed word in religion gives special importance to the figures now being printed on the country's increase in church membership. Walter Laidlaw, special agent for the Bureau of Census in Washington, is responsible for church figures that show that church membership has increased in greater proportion than the total population. The figures used, however, do not give the growth for 1921, but cover the decade from 1906 to 1916. During this period the church membership increased by 19.5%, and the nation's population by 17.1%. The totals shown are for 41,926,854 church members. Of these, 25,000,000 are Protestant, 15,000,000 Roman Catholic, and 1,000,000 Mormon, Jewish and Eastern Catholic.



(FIG. 4) THE SILVER FISH.

Making the Bookstore a Travel Bureau

Suggestions for Increasing Summer Business

WHEN it comes to selling books in summer, the alert, wide-awake bookman makes early plans, and figures out in advance how he can best attract vacation trade and anticipate the wants of the itinerant summer reader. One bookselling scheme that hasn't been overworked as yet and that is quite certain to bring results is that of playing up sectional literature. Advertising books that deal with a particular locality or district which finds favor in the eyes of the vacationist is bound to pull, since the people are always eager to read about the place where they've just been or to which they are planning to go.

Why not cater to this summer demand by advising the reading public, thru display cards and newspaper advertising, that your store is prepared to give such service, that your clerks are ready to make suggestions as to what book or books are helpful in getting acquainted with New England and New Englanders, and what works lead to a knowledge of the West and the South, of Canada, or any other spot of special interest to the seasonal tourist?

If this scheme of playing up sectional literature is carried out to its full possibilities, increase in trade along two distinct channels will result. Both the avenues of approach and departure can be utilized by the bookseller, for, if clever, he will avail himself of the opportunity to push books about the home town and its surrounding country—these are always in demand by the tourist visitor to the city—and at the same time he will advertise those books of other localities which the vacationing public may desire to take along as helpful guides in their summer travels.

Fiction, reflecting the life and local color of a particular district, should, of course, find its place in such displays, along with all purely descriptive books of travel. Choice as to just what titles should be featured is largely dependent upon the judgment of the individual bookseller. He knows best what "goes" in his town and what books his customers are most apt to call for. As a help to him, however, in making up any sectional list of fiction books, we reprint from the "Gold Star List" of the Syracuse Public Library the following stories of places:

New England

Louisa M. Alcott
Little Women
Alice Brown
Country Road
Meadow-grass

Holman P. Day
Skipper and the Skipped
When Egypt Went Broke
Walter P. Eaton
Bird House Man
Idyl of Twin Fires
Dorothy Canfield
Brimming Cup
Mary E. Wilkins Freeman
Humble Romance
Pembroke
Robert Grant
Chippendales
Sarah P. McL. Greene
Cape Cod Folks
Vesty of the Basins
Nathaniel Hawthorne
House of the Seven Gables
Scarlet Letter
Twice Told Tales
Joseph Hergesheimer
Java Head
William Dean Howells
Rise of Silas Lapham
Sarah Orne Jewett
Country of the Pointed Firs
Joseph C. Lincoln
Galusha
Mary-Gusta
Mr. Pratt
Raymond McFarland
Sons of the Sea (Maine)
John A. Mitchell
Amos Judd
Rowland E. Robinson
Danvis Folks
Uncle 'Lisha's Shop
Harriet Beecher Stowe
Oldtown Folks

New York State and Pennsylvania

Irving Bacheller
Eben Holden
Light in the Clearing
Robert W. Chambers
Cardigan
Little Red Foot
Maid at Arms
James Fenimore Cooper
The Deerslayer
Last of the Mohicans
The Pathfinder
Margaret Deland
Old Chester Tales
Harold Frederic
The Deserter
In the Valley

Helen Martin

Tillie, a Mennonite Maid

S. Wier Mitchell

Hugh Wynne

Westways

Elsie Singmaster

Emmeline

Edward Westcott

David Harum

The South

James Lane Allen

Choir Invisible (Kentucky)

Flute and Violin (Kentucky)

Kentucky Cardinal (Kentucky)

John Bennett

Madam Margot (Charleston)

Mathilde Bilbro

Middle Pasture

Frances Hodgson Burnett

In Connection With the DeWilloughby Claim
(Tennessee)

George W. Cable

Grandissimes (Louisiana)

Lovers of Louisiana (Louisiana)

Old Creole Days (Louisiana)

Charles Egbert Craddock

Prophet of the Great Smoky Mountains
(Tennessee)

John Fox

Little Shepherd of Kingdom Come
(Kentucky and Virginia)

Trail of the Lonesome Pine (Kentucky and
Virginia)

Life and Gabriella (Virginia)

A. C. Gordon

Ommirandy (Virginia)

Will. N. Harben

Redemption of Kenneth Galt (Georgia)

Second Choice (Georgia)

Corra M. Harris

Circuit Rider's Widow (Georgia)

Joel Chandler Harris

Nights with Uncle Remus (negro)

Henry Sydnor Harrison

Queed

Angela's Business

Emerson Hough

Way Out (Cumberland Mountains)

Mary Johnston

Hagar (Virginia)

Vaughn Kester

Prodigal Judge

Grace E. King

Pleasant Ways of St. Médard (Louisiana)

Sidney McCall

Truth Dexter

George Madden Martin

Children in the Mist (negro)

Eldred K. Means

E. K. Means (negro)

Thomas Nelson Page

In Ole Virginia

Red Rock (Virginia)

F. Hopkinson Smith

Colonel Carter of Cartersville

Kennedy Square (Maryland)

Raymond S. Spears

River Prophet (Mississippi R.)

Ruth McEnery Stuart

Carlotta's Intended (negro)

Golden Wedding

Owen Wister

Lady Baltimore (South Carolina)

Constance Woolson

East Angels (Georgia)

Middle West

Willa Cather

My Antonia

O Pioneers!

Richard Washburn Child

Bodbank

Winston Churchill

The Crisis

Samuel L. Clemens (Mark Twain)

Adventures of Huckleberry Finn

Adventures of Tom Sawyer

Pudd'nhead Wilson

Edward Eggleston

Hoosier Schoolmaster

Hamlin Garland

Main-travelled Roads

Edgar Watson Howe

Story of a Country Town

Margaret Lynn

Free Soil

Meredith Nicholson

Hoosier Chronicle

Otherwise Phyllis

Marjorie Pickthall

The Bridge

Booth Tarkington

Conquest of Canaan

Gentleman from Indiana

Maurice Thompson

Alice of Old Vincennes

Mary Watts

Nathan Burke

California and the Coast

Gertrude Atherton

Californians

Sisters-in-Law

Geraldine Bonner

Treasure and Trouble Therewith

Mary H. Foote

Valley Road

Bret Harte

Luck of Roaring Camp

Under the Red Woods

Wallace Irwin

Seed of the Sun

Peter B. Kyne

Kindred of the Dust

Jack London

Valley of the Moon

Juliet Wilbor Tompkins.

Doctor Ellen

Stewart Edward White

Gold

Gray Dawn

Honoré Willsie

Still Jim

West and Northwest

Rex Beach

Silver Horde

Mary H. Foote

Chosen Valley

Hamlin Garland

Captain of the Gray-horse Troop

Zane Grey

Riders of the Purple Sage

U. P. Trail

Emerson Hough

54-40 or Fight

Magnificent Adventure

Francis Lynde

Taming of Red Butte Western

Randall Parrish

Devil's Own

Herbert Quick

Vandemark's Folly

William MacLeod Raine

Oh, You Tex!

Eugene M. Rhodes

Stepsons of Light

Frank Spearman

Whispering Smith

Arthur Stringer

Prairie Mother

Prairie Wife

Robert A. Wason

Happy Hawkins

Honoré Willsie

Enchanted Canyon

Harry Leon Wilson

Ruggles of Red Gap

Owen Wister

Lin McLean

The Virginian

Alaska

Rex Beach

The Barrier

The Spoilers

Jack London

Call of the Wild

White Fang

William MacLeod Raine

Yukon Trail

To this list a group of Canadian stories might well be added. For example, we suggest such titles as William Kirby's "The Golden Dog," Gilbert Parker's "Seats of the Mighty," "The Right of Way," William Dean Howells' "Their Wedding Journey," Norman Duncan's "The Way of the Sea," Stewart Edward White's "Forest" and "The Call of the North," and that most recent Canadian novel "Maria Chapdelaine" by Louis Hémon, and the books of C. D. G. Roberts, Ralph Connor, James Oliver Curwood. Other books will readily come to mind, and the live bookman of 1922 will be quick to adapt the list to meet the demands of his business.

The Florence Book Fair

IN the *London Times* recently there appeared these interesting paragraphs describing the book fair at Florence:

"Florence was in her gayest mood for the opening of the International Book Fair, which took place on Sunday morning, May 7th, 1922. The inauguration ceremony was held in the grand old Hall of the Five Hundred, in the Palazzo Vecchio. This hall lends itself wonderfully to such ceremonies; the great frescoes of Vasari, the groups of sculpture, to which has recently been added the Victory of Michael Angelo, and the great dais with its crimson and gold chairs for the dignitaries form a setting which has few equals.

"The Duke of Genoa, uncle of the King, performed the opening ceremony. A quaint touch was added to the proceedings by the presence of the ten trumpeters of the Municipality, in their scarlet and white fourteenth-century costumes. It is to be regretted that there was no one to speak in the British interest.

"The Book Fair is the first exhibition of its kind since 1914, when the Book Fair was held at Leipzig, where it had been an institution for centuries. The most important part of the exhibition is housed in what were once when Florence was the capital of Italy, the Grand Ducal stables, which have been charmingly decorated by a Florentine artist, Signor Giovanozzi. The building stands in a park at the end of the Boboli Gardens, now lovely in their fresh summer dress.

"The British exhibits in this building, tho choice, are limited, and it is to be regretted that some other countries make a better show than Great Britain. The English books have been got together by Mr. Spender, the president of the British Institute at Florence, who has done much to induce English publishers to send the best examples of their workmanship.

"The exhibition will be open from now until the end of July."



From Herbert Jenkins Ltd.

Summer Window Displays

Reprinted from the *Year-Round Bookselling News*

SUMMER sales will bring a rich harvest to the dealer who uses his imagination and a little extra energy. Frequent changes of window display, unique newspaper advertisements, parcel post delivery to customers at summer addresses, attractive circular announcements sent to customers going on vacations or at their vacation addresses, lists of books for children's vacation reading—these extra efforts will be well repaid.

A few suggestions for summer windows:

1. *Travel* folders, with time tables borrowed from local railroad and steamship companies, displayed with books on travel, mountains, lakes, woods, sea-shore, nature essays and poetry. All books that give the impulse "Go—The World Awaits!" The railroad and steamship companies whose folders you display will reciprocate by exhibiting your summer poster "Take Along a Book." Send for extra copies.

2. *Summer sports* outfits, with books on outdoor sports. Borrow fishing tackle from an outfitting store, or tennis racquets, or golf sticks; surround them with books on hiking, camping, fishing, swimming, golf, yachting, motor boats, tennis, baseball, etc. Get the sporting goods stores to show your "Take Along a Book" poster also.

3. A window that suggests *leisure* will help you sell recreational reading—fiction, short stories, poetry—and heavier books of history, science or biography that men and women have been too busy to read during the winter. A porch swing with inviting cushions and a couple of books; a canoe (if your window is big enough); photographs, sketches and cut-outs from magazines and magazine covers showing inviting summer scenes will help sell books to "take along."

4. "*Books for the Week-End.*" Feature this two or three times during the summer with window displays and newspaper advertisements. A traveling bag half-packed, half-open, is a good center for "books for the week-end." Books of convenient size, easily carried,

not too heavy, are most appropriate for this. *Get the leather stores* to use your silhouette poster in their windows during the weeks when you are not using it. Borrow week-end bags from them as a reciprocal favor.

5. *Children's books* for vacation reading should be featured two or three times in June, July and August. The window should be as attractive as at any time during the year. Lists should be distributed in the store, and mailed to customers. Co-operate with children's librarian at the public library in preparing these. Write to the American Library Association, 78 E. Washington Street, Chicago, Ill., for samples of vacation reading lists. A letter should be sent to school principals before the close of school. Get in touch with local directors of boys' and girls' camps. Every camp should have a library. Use the page reprinted from *July Boys' Life* pasted on your window glass.

6. Books as *gifts to vacationists* are most appropriate. Some bookstores make up "Bon Voyage" boxes to be delivered at steamer or train. A customer can leave the selection to the bookstores if he wishes. One bookseller featured wrapped boxes of books in his window, the parcels marked "Not to Be Opened Until Your Vacation."

7. The practical books—the *guides*. Flowers, birds, trees, mushrooms, butterflies, shells, snakes, fishes, stars, minerals: the books on nature make a fascinating window, especially if many of them are displayed *open*. Use glass weights to keep them open and visible (May be bought from Gaylord Brothers, Syracuse, N. Y. Write for prices.)

8. Books on *summer entertaining* are very useful and are not very well known. Books on salads and sandwiches, summer drinks, porch games, camp cooking, group games; books on amateur theatricals and on storytelling are practical summer aids to hostesses.

9. *Automobile handbooks*, guides, books on repair, maps of all kinds make another practical window.

The German Book-Trade Crisis*

THE Germans, whose economic situation is often represented to us as very flourishing, are nevertheless suffering from a financial disorder and instability which has perhaps, in certain cases, called forth this apparent prosperity but which is really begetting serious complications and a dangerous uneasiness; the book-trade papers give us numerous examples of it.

It has been enough for some months to glance over the pages of the *Börsenblatt* to understand that a crisis, growing ever more acute, has come upon the German book industry. There have just been some important articles published showing the serious extent of this and setting forth its consequences. Pressed by necessity, encouraged by the experience of the Christmas sales, publishers and booksellers have to keep raising their prices; whole columns of the *Börsenblatt* contain nothing but announcements of increases in prices and yet everyone admits that the book is "still too cheap." The causes are known; as they are of a general order, everybody admits that there are practically no means of remedying them, but the point where opinions differ is on the subject of the respective rights of the bookseller and the publisher as regards the increased expenses.

"Since the beginning of the year," says Mr. Weitbrecht, of Stuttgart, "net costs have gone up in such proportions as we would not have believed possible in January; to mention paper, —what was worth 6 marks last fall is now worth 24 marks. A simple half-cloth binding has gone from 2 marks to 10 marks, 70; printing has increased tenfold; today one pays for a 16 page octavo signature, on a printing of 5000, 677 marks instead of 27 marks which was the pre-war price." Besides, the general expenses of the retailer are increasing in the same proportions; the discounts which formerly permitted him to live very comfortably from the book business alone, without a side line of stationery for instance, are no longer sufficient; they are applied, nevertheless, to higher list prices and, if all proportions were kept, ought to satisfy him, but the increase in price is too rapid; a discount which is normal at the time when the publisher buys his paper or sends it to press is no longer so when the work comes to the bookseller; two months later, it is flatly insufficient. To increase the discount without increasing the price of the volume is not to be thought of, certain publishers have tended rather to lower it. "We have fought for the differences of discount of 5% or 10% as if our

safety depended on it," says the *Börsenblatt* of April 15. The publisher refuses naturally to increase the published price of the work for the sake of allowing a higher discount. Nevertheless he is obliged to come to it.

There is thus a constant conflict between these two, the bookseller, on the one hand, who pays his employees more every day, sees new taxes added to old ones and expenses rising with a dizzying rapidity, and, on the other, the publisher who after he has once established his rate of discount and paid his printer, tries to check the increase of the list price so as not to hurt the sale. This conflict is aggravated by the fact that the bookseller, foreseeing a certain increase, buys more than he can pay for, the publisher finds himself in his turn pressed for money and there results constant friction, lack of confidence and a confusion that increases from day to day.

The remedies that are proposed for this cannot prevent the crisis and do not pretend to. As it is general, it is generally accepted. Labor laws, such as the eight-hour law, strictly applied, are not held accountable; all that is attempted is to find the most comfortable way of drifting with the current and avoiding bumps. The publisher must understand the bookseller's predicament and accept regular increases in the list price. He might be able to fix a minimum price and announce each month what rate of increase he would allow; a more ingenious scheme would be to fix the price of the book in gold marks, and have an index established by the "Syndicat des Editeurs" to indicate the corresponding value in paper marks, following the fluctuations in the cost of living and the purchasing power of silver.

It is well understood that all these measures are practicable only so far as confidence returns. The attitude of the two parties does not always offer much chance for hope. A conference at which both sides were represented has just been held at Leipzig; the following resolution was passed after tiresome discussion: "Booksellers, in so far as they have not agreed to contrary conditions, may increase the list prices; they shall organize as a group to determine in common the amount of these increases." But "publishers shall not be bound to observe these increases in their direct sales; at the most they shall charge express and packing expenses to the account of their client." Reservations of this sort cause some of the energetic spirits to declare themselves in favor of more radical measures.

This is the salient point of the crisis; it is perhaps not the most serious one. We will confine ourselves to quoting a few figures from

*Translated from *Bulletin de la Maison du Livre Français*, Paris.

Total509 43 173 568 38 119 725

In April, 1921, 510 new books, 80 new editions, and 178 pamphlets, a total of 768, were recorded.

The Earliest Book Fairs

WHILE in this country the possibilities of Book Fairs are being discussed and experiments beginning to be made, in Europe the Book Fair is a time-honored institution, dating back to antiquity. Last year there was reopened in Germany the old Frankfort book fair which had not been held since the middle of the eighteenth century, but previous to that it had a yearly celebration from the year 1462. The story of it had been written up in connection with the reopening of the fair, in a volume entitled "Zur Geschichte der Frankfurter Büchermesse" and the London *Times* prints the following from its contents:

"The story is an extremely interesting one, for it takes us back to the very beginning of the traffic in printed books and introduces us again to all kinds of famous men; scholars, printers and publishers crowding to the neighborhood of the Buchgasse twice a year in Lent and October from every corner of Europe.

"Booksellers of all nationalities began to meet there to barter, to collect their debts, to arrange for fresh credits, to sound the requirements of the reading public, and later to quarrel bitterly over returns and imperfect copies. Scholars assembled to inform themselves as to the trend of literary thought and expression, while burghers, citizens, and peasants flocked there to buy the picture-books of the day, the chronicles and histories, gladly paying five Reichstahaler for Münster's 'Cosmographia' and carrying it home presumably on a cart brought specially for the purpose, since not even the pockets of Doctor Johnson's famous traveling coat could have sheltered such a monumental tome.

"Among the many notable printers and publishers (to take the sixteenth century alone) who appear in Dr. Dietz's pages under the head of Foreigners we find John Norton and John Bill buying books for Sir Thomas Bodley, Henri Estienne making notes for his work on the fair. Amerbach and Froben from Basel, the latter hastening his end by his determination to make the journey in 1526; Giles Elzevier from Leyden; Christopher Plantin from Antwerp; and many others. Plantin and his stepson Moretus have left us some interesting details concerning their journeys to and from Frankfort. They traveled to the Lent Fair of 1566, Plantin as far as Cologne by wagon, presumably with the stock, and Moretus on foot. At Cologne they met and proceeded by boat up the Rhine, and thus to Frankfort. On this occasion the travelers returned in safety which was by no means always the case, for their assistant making the same journey two years later was robbed and captured by soldiers.

"Dr. Dietz gives some interesting particulars of literary piracy—a sin which is almost as old as the art of printing itself. In the early days of the Reformation Luther's works drew all eyes to Wittenberg, and hardly had his translation of the Bible appeared there in 1534 when Egenolff, of Frankfort, pirated it with woodcuts by Beham, while Feyerabend, another printer whose Bibles soon began to compete with those of Wittenberg, was the subject of a special broadsheet which was cried after him in the Leipzig market and in the streets and byways.

"In 1620 the Frankfort Book Fair was still at its height. Then came the Thirty Years' War and other troubles, and between 1680 and 1690 it began to collapse. The foreigners ceased to frequent it and went to Leipzig. The big firms commenced to fail, and by 1719 it was reported that the Frankfort bookshops were little better than drinking-dens. The last catalog appeared after 186 years at the Easter Fair in 1750. Fourteen years later a notable book-dealer traveling to Frankfort for the last time writes: 'At the last fair I and other strangers took leave of Frankfort, and the book fairs so to speak, lie buried.' "

The P. E. F.

"THE P. E. F. is in full cry. And not crying in a wilderness either," says George Palmer Putnam in the New York *Herald*. "And what is the P. E. F.? The Publishers Expeditionary Force, of course. It's the antithesis, professionally and nationally, of the B. O. L., as the British Overseas Lecturers are styled—a powerful body, that.

"I refer, without intended disrespect, to the annual egress of American publishers to London, there to seek whom they may secure. Certainly without disrespect, for I myself am, in a modest way, a member of the itinerant organization. Entitled to a P. E. F. service stripe, too, being only recently returned from foreign campaigning in the happily unprohibited capital of that Empire upon whose authors the sun never sets, tho their royalties often rise.

"Just now it is the open season for both the P. E. F. and the B. O. L. While many of our most sportsmanlike publishers are in London pursuing nimble authors from club to club—with alluring discourse anent advance payments and the like, I do believe the trade balance, as the economists say, is against us. Internationally speaking, we are outnumbered. For almost without doubt the host of 'British Overseas Lecturers' on the receiving line here in America exceeds the quota of our foreign contingent."

English Book-Trade News

(From Our London Correspondent)

C. S. EVANS, of Heinemann's, delivered recently a very able and pertinent address in connection with the series of lectures arranged by the Society of Bookmen on the vital question "Are Book Prices Too Cheap?" It seems at the outset, he said, a simple question with the answer, "no." We ourselves feel that books are published at too cheap a price. But the book buying public in Great Britain has, by use, come to expect books to be sold at an absurdly low price, and it is time they learned that what is worth having is worth paying for. Even with the evidence of cost of production, which Mr. Evans placed so clearly before his critical audience, books are published at prices far and away too low. Our lecturer, whose experience is wide and long, said that it might fairly be asked "Can a book ever be too cheap?" And our reply is, decidedly in the affirmative. Let someone secure something for nothing without *earning* it, in other words, at so cheap a rate that it has no value, and the possession will lose a large portion of its importance. Why the great things in old and new literature should be distributed like tracts—and the public seems to expect it!—is beyond our comprehension. The price paid for the few years preceding the war, at least for the novel, was 6s. And now all that is paid is 1s. 6d. more. This, too, in spite of the fact that the cost of production today is very much higher than it used to be. He went on to say, "Composition is three times as much as it was before the war; paper, tho less than it has been, is still twice as costly as before the war; while the cost of blocks, of advertising, of salaries, of light, of rent, and other overhead charges were two or three times higher than it used to be." Then, we would add, binding is about twice as high, and we have held and still hold that published prices of books are too low. It is all a matter of education, and wise propaganda. We feel that the book was priced too low before the war, to use the much worn phrase, and in comparison with what it costs to make a book today, to run an English bookstore or a publishing house, it is even cheaper today. Our estimate is that books cost anything up to 300% more than they did in the dear old quiet days anterior to August 4, 1914. Yet the 6s. novel is, nowadays, published at, on the average 7s. 6d., or exactly 25% higher. The particular phrase in Mr. Evans's most helpful address which we like best is "If books were cheaper, more might be sold, but if the prices were higher the standard might be higher." To expect to get a 6s.

pre-war novel at 6s. when the production costs were two or three hundred per cent higher is impossible. It is time to let the publisher and bookseller live.

Booklovers in London, says a well-known writer in the *London Weekly Dispatch*, will welcome the formation of the First Edition Club, with offices and rooms at 17 Pall Mall East. To those who are indifferent to the individuality of a book this club will naturally have no appeal, but for those whose liking for literature includes an appreciation of what the book itself can mean this club stands for a great deal.

An interesting proposal by the organizers is to secure for members first editions which are actually fully subscribed by the trade before publication and then issued at a booksellers' premium. The collected works of Conrad offer a case in illustration.

An index of communications from members will be kept at the club rooms.

To collectors of Conrad who read these columns I may say that a first edition of his "Tales of Unrest" is available; and to those who are seeking a Valima edition of Stevenson's works copies are now finding their way into the booksellers', and the prices are not exorbitantly high.

The Club has excellent premises and ought to be very successful. There are some very interesting stories to be told about "Buying Books for a Rise," and we heard of one man the other day who makes a good thing out of his financing business and who adds to his income by buying and selling first editions and clearing several hundred a year out of it. Probably an exaggeration, but a lot of people are trying to do it, only it is an art, and unless you can spot the Masfelds and the Conrads and the Beerbohms of the future, it had better be left alone. Incidentally we might mention here a new collector's book by Michael Sadleir, the author of the clever novel "Privilege." Mr. Sadleir is a great expert on the Victorian period and has probably the finest collection of Victorian novelists of any collector in London. He has just published thru Messrs. Chaundy and Co. "Excursions in Victorian Bibliography." It is published in a limited edition of a thousand copies, and there will be no American edition. It was issued at 21s. net, and there is a rush for it by collectors. It will soon be at a premium. There is also just out a very beautiful, signed, limited edition of Lord Dunsany's fine new romance of the golden age of Spain entitled "The Chroni-

cles of Rodrigues." It is being issued at 3s. 3d., and no Dunsany enthusiast will be content to live long before possessing it.

Joseph Anthony's "The Gang" is doing well in England. He is being "gossiped" about in the press. Here is one paragraph: "The author of 'The Gang,' a searching and humorous first-hand study of life among the 'hoodlums' or youngsters of the New York pavements, just issued by Mr. Cape, is Mr. Joseph Anthony, to whom the *Century Magazine* has lately confided its interests here in London. He has many qualifications for both parts, but particularly for knowing about the knock-about life of New York."

Here are lists of best sellers—six fiction, six non-fiction:

FICTION

If Winter Comes. A. S. M. Hutchinson.
Mr. Prohack. Arnold Bennett.
Way of Revelation. Wilfrid Ewart.
Search. Margaret R. Larmine.
The Red House Mystery. A. A. Milne.
The Prisoner of Hartling. J. D. Beresford.

NON-FICTION

Painted Windows. Anonymous.
Waiting for Daylight. H. M. Tomlinson.
An Outline of Wells. Sidney Dark.
The Puppet-Show of Memory. Maurice Baring.
The Prime Ministers of Britain. Hon. Clive Bigham.
The Shepherd and Other Poems. Edmund Blunden.

Five Little Bookshops

Five little booksellers
Each kept a store,
One cut prices,
Then there were four.

Four little booksellers,
Feeling sad but free,
One wouldn't advertise,
Then there were three.

Three little booksellers,
One felt pretty blue,
Failed to dress his window—
That left but two.

Two little booksellers,
All their rivals gone!
One forgot his overhead,
That left only one.

One little bookseller
Decided he could get
Some lessons from experience,
So he is growing yet!

Paraphrased with acknowledgments to the
National Stationery Association News.

Vienna Pirating French Books

THE Paris paper *La Renaissance* prints an article, stating that French books copyrighted under the Berne Convention are being pirated in Vienna by a firm named Manz. This firm is reprinting books by such writers as Flaubert, Gautier, Hugo and others. Some of these books bear the statement, "The importation of this volume is forbidden in France and in the French Colony." Still others show no restrictions. The Syndicat des Editeurs, Paris, is protesting vigorously and is prepared to protect booksellers where these books appear.

Use of Window Display Material

THE modern art of preparing display material for windows has provided many effective selling campaigns in the book-trade, and with the development of this type of advertising there is always the question of its very considerable expense. Booksellers have sometimes too lightly accepted such displays and used them or not as conditions developed, and publishers have sometimes felt that too heavy a percentage of the material shipped failed to be put into effective use. In order to ascertain certain points about display and the attitude of retailers toward this material, and in order that publishers might prepare and send out displays in the form desired by the greatest number of users, one of the large manufacturers of displays, the Michael Gross Company, sent a questionnaire to booksellers on the subject and has tabulated replies received from 509 firms. The replies were as follows:

80% preferred cardboard to paper display material.

75% preferred small units of display (size not exceeding 22 x 28). 2% used nothing but counter cards 6% liked large displays if of a very popular author. 13% like large displays to suit large winows.

43% preferred to have the displays shipped with the books, claiming that they were much more sure of being used. 39% preferred separate shipment, claiming that they thus arrive in better condition.

76% had no objection to the price of the books appearing on the display.

63% stated that they preferred that the publisher's name should not appear. 15% said it made no difference. 12% preferred to have the publisher's name on. 10% could see no reason for its appearing.

90% reported that material sent was being used. 4% never used it (mostly department stores.) 2% used counter cards only—a few preferred to make their own.

Current Clippings

A Week's Gleanings of Book-Trade News

How DOES an author choose a title for his novel? It isn't easy, according to Cosmo Hamilton, who waited months before finding just the right name for his latest success. "What I wanted," he said, "was a phrase which would sum up woman, some word which would express the essence of femininity, something that would symbolize to a man all the attributes of the other sex. Then one evening, walking up Fifth Avenue, my eye caught the sheen of color in Mallinson's window. Instantly the phrase came, coining itself—"The Rustle of Silk."

THERE ARE INDICATIONS that a revival of historical romances has begun. Donn Byrne's exquisite "Messer Marco Polo" is one straw that shows the way the wind blows, and Edgar Lee Masters's new novel, "Children of the Market Place," a study of Douglas, is another.

THE PRESSURE of war costs affected no class of books more drastically than the many series that had been in the market of little classics bound in flexible leather. The leather became not only impossibly high but was very difficult to obtain in any uniform shades in any country. The bookseller and public have missed these series, and changed conditions in the leather market will now bring about the appearance of the little classics in the bookstores. A new publishing firm has just entered this field, The Williams-Barker Company, of 81 Prospect Street, Brooklyn. This firm has been in the stationery field, and, being equipped for large edition work in flexible leather, has turned this facility to book production. It has put out a 50c series that now runs to 28 volumes entitled *The Gold Medal Library*, bound in genuine leather with gold stamping. The series contains many familiar titles such as "The Rubáiyát" and "The Greatest Thing in the World," and also such great American documents as the Constitution of the United States and the Declaration of Independence.



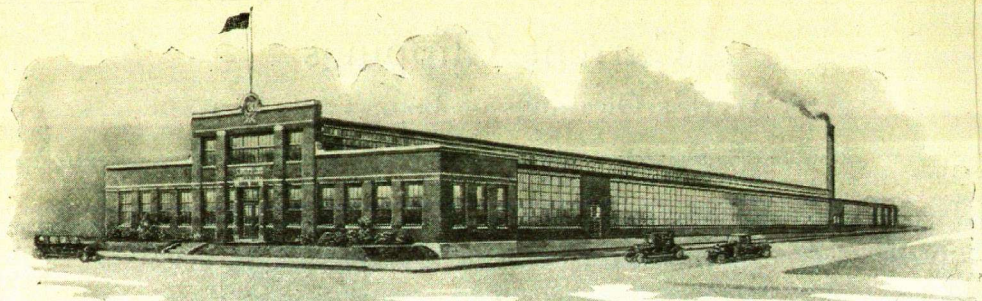
BRENTANO'S DISPLAY OF COSMO HAMILTON'S "THE RUSTLE OF SILK" AGAINST AN APPROPRIATE AND SHIMMERING BACKGROUND.

JAMES MILNE, writing in the *London Graphic*, says that after A. S. M. Hutchinson's "If Winter Comes," which is incontestably the best seller in England, the three novels most in demand are Ernest Raymond's "Tell England," "The Way of Revelation," by Wilfrid Ewart, and "The Love Story of Aliette Brunton" by Gilbert

Frankau. Arnold Bennett's "Mr. Prohack" is easily the best seller among May publications. Another notable success is A. A. Milne's "The Red House Mystery." All but one of these novels has been published in America.

ENGLISH CRITICS have recently awarded high tribute to the work of an American author, to wit: Frederick Chamberlain's "Private Character of Queen Elizabeth." The *London Sunday Times* awards it first place with Strachey's "Queen Victoria," among the really noticeable books of historical biography published during the past year. The *Fortnightly Review* in its consideration of the literature of 1921 awards Mr. Chamberlain's book third place among the biographies, only Lady Cecil's "Life of Lord Salisbury" and Strachey's "Queen Victoria" being given precedence.

THE BIBLE is always a rich source of effective titles. Recent cases in point are Margaret Deland's "The Vehement Flame" taken from the *Song of Solomon*, "Love is strong as death; jealousy is cruel as the grave: the coals thereof are coals of fire which hath a most vehement flame"; A. S. M. Hutchinson's novel to be published in the fall, "This Freedom," draws its title from the *Book of Acts*, from one of Paul's dramatic conversations, "Then the chief captain came, and said unto him, tell me, art thou a Roman? He said, Yea. And the chief captain answered, with a great sum obtained I this freedom. And Paul said, But I was free born.



THE HADDON PRESS, NEW PRINTING PLANT OF HARPER & BROTHERS.

Harper & Brothers' New Press

HARPER & BROTHERS, the publishers, who recently announced that they would move from the quarters which they have owned and occupied for more than one hundred years in Franklin Square, have installed their mechanical department in the building just completed for them at Federal and 19th Streets, Camden, New Jersey. The July issue of *Harper's Magazine* is in process of printing, there, now.

The new printing plant, which will be known as The Haddon Press will also do composition, press work and binding for other publishers.

The Camden plant occupies at present, a plot, 90 x 420. An adjoining building of the same size is contemplated. The plot has its own railroad siding, and it is expected that a substation of the United States Post Office will be located in the building, which is a modern one in every particular, entirely inclosed in glass so that the use of artificial lighting is unnecessary.

Various sites are now being considered for a new Harper Building which will house the executive offices and editorial departments.

Change of Publisher

"THE Way of Revelation" by Wilfrid Ewart, which has been reported several times this spring as among the best sellers in England, was published and copyrighted on May 12th by D. Appleton & Company from type set in this country. Putnam's had previously imported English sheets but had not undertaken to reprint on this side, and the author made arrangements with Appleton. The printing of the book had to be rushed thru rapidly, in order to complete its manufacture within the prescribed four months from date of publication. In the Summer Reading number of the PUBLISHERS' WEEKLY, the name of the publisher was incorrectly given.

Publicity Development

A CONCRETE testimony of the new appreciation of the importance of publicity is shown in the plan for a series of five lectures on "Writing Library News" which will be given at Detroit during the American Library Association conference, if sufficient demand develops. Professor Willard G. Bleyer, author of well-known books on journalism, and director of a course in journalism at the University of Wisconsin, has been asked to give the series, the fee to be \$2. It is also interesting to note that there is a movement at Harvard to have a professor of publicity, to give this subject a place in the college curriculum.

The Publisher

Bless all the Stars that ever were
That I am not a Publisher
Who groans beneath the Midnight Taper
Computing Costs of Ink and Paper!
A sorry Lot is his, indeed,
Imprinting Books he scorns to read—
Pedantic Essays, gloomy Novels
That feature horrid Slums andhovels,
Alleged Poetics raw and rough,
And awful Pollyanna Stuff.
With Stacks of Volumes, vital, gripping,
Idyllic, virile, simply ripping,
Produce he must, tho Critics jeer,
At least Three Classics every Year.
And then—and Nothing makes him wrother,—
He has to pay the lazy Author,
Who never really earned his Rent,
A Royalty of Ten Per Cent!

A. G., in *Life's* Bookstuff Number.

Optional Reading

ENGLISH PROFESSOR: Jones, why are you not prepared?

JONES: I am prepared; you said, "Read 'Twelfth Night or What You Will,'" so I read "The Beautiful and Damned."

—*Princeton Tiger*.

Obituary Notes

MARION HARLAND

MARION HARLAND, Mrs. Mary Virginia Terhune, died at her home in N. Y. C., June 4th. She was born in Amelia County, Virginia, December 21st, 1831. She was the daughter of Samuel Pierce Hawes. At the age of fourteen she contributed an anonymous article to a Richmond newspaper. Two years later a sketch by her was published in *Godey's Ladies' Magazine* and was reprinted in England and France. Her first novel, "Alone," was published in 1854 and was a decided success. In 1856 she married the Rev. Edward Payson Terhune. She was editor of a number of periodical and magazine departments, *Babyhood*, *Wide Awake*, *St. Nicholas*, *Home-maker*. She wrote a number of novels, but she was probably best known thru her works on domestic science. The first of these, "Common Sense in the Household," published in 1872, was the first really practical and well-written work of its kind and sold 100,000 copies in ten years.

Mrs. Terhune was the mother of Christine Terhune Herrick, with whom she collaborated in "The National Cook Book"; Virginia Terhune Vandewater, with whom she collaborated in "Everyday Etiquette," and Albert Payson Terhune, the well-known writer, with whom she collaborated in "Dr. Dale," a novel, all of whom survive her. Her husband died in 1907.

Among her most characteristic books were: "Alone"; "Common Sense in the Household"; "National Cook Book"; "Old Field School Girl"; "Sunnybank"; "From My Youth Up"; "Some Colonial Homesteads"; "More Colonial Homesteads"; 1899; "Where Ghosts Walk"; "Literary Hearstones"; "Marion Harland's Complete Cook Book"; "Where Ghosts Walk"; 2nd series, 1910; "Marion Harland's Autobiography," 1911; "Prepared Am. Edition of Reader's Handbook"; "Everyday Etiquette"; "A Long Lane—A Chronicle of Old New Jersey"; "The Carringtons of High Hill, An Old Virginia Chronicle."

GEORGE HOHENSTEIN

GEORGE HOHENSTEIN, of Barnes and Noble, New York, died of pneumonia, on May 24th. He entered the service of Hinds & Noble as an errand boy and remained with that house, and its successors, until death ended a connection of over thirty years, a record alike creditable to employee and employer. In a changing period like the present it is a noteworthy distinction to render faithful service to one house during one's entire career.

ALEXANDER MCCONNELL

ALEXANDER MCCONNELL, manager for many years of the Chicago House of the Fleming H. Revell Company, died at the Evanston Hospital on June 1st. In the trade he was widely known, highly esteemed and warmly appreciated for his real worth. He had reached the ripe age of seventy-five and had been associated with the Revell house for nearly thirty-five years, prior to which he had been the representative of the American Tract Society in Chicago.

Mr. McConnell leaves five children, the elder daughter being the wife of George H. Doran, the well-known publisher. A wide circle will mourn Mr. McConnell's passing,—none more than those most closely associated with him in business, and in whose lives he had become a personal influence and factor. His was a life of service, of devotion and of Christian optimism.

Business Notes

NEW YORK CITY.—Thru a friendly agreement between Lemcke and Buechner and the Columbia University Press, the contract for conducting the Columbia University Press Book Store has been discontinued. It will hereafter be conducted by the Press under the management of Alfred Hartog.

NEW YORK CITY.—Samuel Dauber has removed from 1351 Prospect Ave., to 83 Fourth Ave., in "Bookseller Row."

SARANAC LAKE, N. Y.—The publishers of the "Trotty Veck Messengers" have started a mail order book department. Charles Swasey Barnet is manager.

SPRINGFIELD, MASS.—The business of H. R. Johnson has been incorporated as Johnson's Book Store, Inc.

ST. PAUL, MINN.—St. Paul Book Exchange is reported in voluntary bankruptcy.

WACO, TEXAS.—A. F. Von Blon, 413 Franklin Ave., suffered thru smoke loss in a fire in an adjoining store, but has been taken care of by insurance and is again ready for business.

BROOKLYN, N. Y.—A new branch of the Womrath Library, the first to be opened in Brooklyn, will be opened at 906 Flatbush Ave.

NEW YORK CITY.—Nicholas L. Brown, Publisher, now at 123 Lexington Ave., has leased new and larger offices at 15 West 37th Street, where he will be located on or about July 1st.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Alexander, Georgia

The Alexander-Dewey arithmetic; bk. 1; ed. by John Dewey. 13+112 p. il. tabs. diags. D [c. '21] N. Y., Longmans, Green 56 c.

The Alexander-Dewey arithmetic; bk. 2; ed. by John Dewey. 113+224+13 p. il. tabs. diags. D [c. '21] N. Y., Longmans, Green 56 c.

The Alexander-Dewey arithmetic; bk. 3; ed. by John Dewey. 15+128 p. il. tabs. diags. D [c. '21] N. Y., Longmans, Green 60 c.

The Alexander-Dewey arithmetic; bk. 4; ed. by John Dewey. 129+256+15 p. il. tabs. diags. D [c. '21] N. Y., Longmans, Green 60 c.

The Alexander-Dewey arithmetic; bk. 5; ed. by John Dewey. 16+128 p. il. tabs. diags. D [c. '21] N. Y., Longmans, Green 60 c.

The Alexander-Dewey arithmetic; bk. 6; ed. by John Dewey. 129+288+16 p. il. tabs. diags. maps D [c. '21] N. Y., Longmans, Green 64 c.

Anderson, J. Grant

Sex life and home problems. 214 p. front. (por.) D [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Barker, Granville, i. e. Harley Granville

The exemplary theatre. 16+270 p. O c. Bost., Little, Brown \$2

Contents: The author's prejudices, and others; The educational basis; The plan of the theatre as school; The theatre as playhouse; The production of a play; Some current difficulties.

Barnes, Bp. Arthur Stapylton

Bishop Barlow and Anglican orders; a study of the original documents. 18+194 p. (bibl.) O '22 N. Y., Longmans, Green \$4

Beecham, John Charles

The yellow spider. 8+301 p. D (Popular copyrights) [c. '20] [N. Y., Grosset & Dunlap] 75 c.

Bennett, H. S.

The Pastons and their England; studies in an age of transition. 20+289 p. O '22 N. Y., Macmillan \$5

Information gleaned from the Paston letters concerning everyday life in fifteenth-century England.

Birck, L. V.

The theory of marginal value. 8+351 p. tabs. diags. O '22 N. Y., Dutton \$6

Contents: Utility; Value and market; Relations of subjective prices; The normal market; Manipulated prices. Author is Professor of economics at the University of Copenhagen.

Bone, David William

"Broken stowage." 10+298 p. D [c. '22] N. Y., Dutton \$2

Collection of sketches, essayettes and tales of the sea.

Brooks, C. Harry

The practice of autosuggestion; by the method of Emile Coué; with a foreword by Emile Coué. 119 p. D c. '22 N. Y., Dodd, Mead \$1.25

Presents to the layman in non-technical form the information necessary to enable him to practice autosuggestion for himself.

Brown, Frank Llewellyn

The superintendent; [of Sunday schools.] 383 p. (1 p. bibl.) S (Worker and work ser.) [c. '22] N. Y., Methodist Bk. Concern \$1.50

Bussigny, H. L. de

Equitation. 15+369 p. il. pls. figs. O c. Bost., Houghton Mifflin \$7.50

Practical exercises on horseback riding by a prominent American riding master.

Adams, Ephraim Douglass

The Hoover war collection at Stanford Univ., Cal.; a report and an analysis. 82 p. (bibl.) O [n.d.] Stanford Univ., Cal., Stanford Univ. Press pap. apply

Beiderbecke, H.

Erinnerungen eines afrikanischen Missionars; erlebnisse und erfahrungen; mit vielen Bildern. 64 p. O [c. '22] Chic., Wartburg Pub. House, 2018 Calumet Ave. pap. 60 c.

Bengough, John Wilson

The up-to-date primer; a first book of lessons for little political economists, in words of one syllable with pictures. [humorous]. 74 p. il. S [n.d.] N. Y. Single Tax Pub. Co. pap. 25 c.

Bradley, Mary Heath

Thoughts for food; containing serious and light verse and some short prose sayings. 72 p. T [c. '21] N. Y., Hudson Falls, The Fisher Pub. Co., Inc. pap. apply

Cadoux, A. T., D.D.

Essays in Christian thinking. 188 p. D (Christian revolution ser.) '22 N. Y., Doran \$1.60

Chantal, St. [Jeanne Françoise Fremyot, Baroness de]

The spirit of Saint Jane Frances de Chantal as shown by her letters; tr. by the Sisters of the Visitation, Harrow-on-the-Hill; with a preface by Cardinal Bourne, Archbishop of Westminster. 6+466 p. (bibl.) front. por.) pls. O '22 N. Y., Longmans, Green \$6

Charters, Werrett Wallace

How to sell at retail. 8+323 p. D c. Bost., Houghton Mifflin \$3

An analysis of the technique and selling experience of 300 salesmen in a large American city.

Clark, Glenn

A manual of the short story art. 19+252 p. (bibl.) D c. '22 N. Y., Macmillan \$1.75

An attempt to transfer the art of composition from the field of the sciences back to the field of the arts.

Community service

Community drama; suggestions for a community wide program of dramatic activities. 156 p. (bibl.) S '21 c. '22 N. Y. [Author], 315 Fourth Ave. pap. 60 c.

Cooper, Henry St. John

Sunny Ducrow; front. [in col.] by J. C. Cowl. 10+482 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Cornillier, Pierre-Emile

The survival of the soul and its evolution after death; notes of experiments. 474 p. front. (por.) O '21 N. Y., Dutton \$5

Daniels, Josephus

Our navy at war; il. with reproductions of original and official photographs. 390 p. pls. pors. O [c. '22] N. Y., Doran \$3

A record of the great achievement of the Navy in the World War by the Secretary of the Navy, 1913 to 1921.

Davis, Jerome

The Russians and Ruthenians in America; Bolsheviks or brothers; with an introd. by Charles Hatch Sears. 14+155 p. (8 p. bibl.) il. pls. map D (Racial studies—new American ser.) [c. '22] N. Y., Doran \$1

A study of the economic, social, educational, and religious conditions of the Russians in America.

Davis, Owen

The detour; a play. 10+122 p. D c. '21-'22 Bost., Little, Brown \$1.50

Campbell, James Mann

The second coming of Christ; a catechism. 20 p. S '22 c. '19 N. Y., The Methodist Bk. Concern pap. 10 c.

Community Service

Community buildings for industrial towns. 94 p. (1 p. bibl.) il., plans O c. '21 N. Y., Community Service, pap. 75 c.

Fun for everyone; a pocket encyclopedia of good times; suggestive social and recreational programs for community groups. 112 p. S c. '22 N. Y., Community Service, 315 Fourth Ave. pap. 50 c.

Dickinson, John

The building of an army; a detailed account of legislation, administration and opinion in the United States, 1915-1920. 398 p. O (Century new world ser.) c. N. Y., Century Co. \$3

Study of the reorganization and expansion of our military forces, 1916-1920.

Dodd, C. Harold

The meaning of Paul for to-day. 172 p. D [n.d.] N. Y., Doran \$2

Attempts to bring out the significance of Paul's thought for modern times.

Duncan, Fannie Casseday [Mrs. John Duncan]

Jennie Casseday of Louisville; [an appreciation of an invalid philanthropist and philosopher.] 92 p. front. (por.) il. D '22 c. '21 Louisville, Ky. [Author], 834 S. 2nd St. bds. \$1

Earle, Edward Mead

An outline of the economic development of the United States. 44 p. (½ p. bibl.) O c. '21 N. Y., Am. Inst. of Banking, 15 W. 37th St. pap. 75 c.

Edmonds, J. M., ed.

Lyra Graeca; being the remains of all the Greek lyric poets from Eumelus to Timotheus excepting Pindar; newly ed. and tr. by J. M. Edmonds; in 3 v.; v. 1, including Terpander, Aleman, Sappho and Alcaeus. 15+459 p. (1 p. bibl.) S (Loeb classical lib.) '22 N. Y., Putnam \$2.25

Eliot, Samuel Atkins, jr., ed.

Little theater classics, v. 4; il. from photographs. 281 p. pls. D c. Bost., Little, Brown \$2

Contents: Shakuntala, by Kalidasa; The wandering scholar from paradise, by Hans Sachs; All for love, or the world well lost, by John Dryden; The martyrdom of Ali, from the Persian miracle play of Hasan and Husain.

Ervine, St. John Greer

The ship; a play in three acts. 94 p. D c. N. Y., Macmillan \$1.25

Everest, E. E.

Finding a soul; a spiritual autobiography; with a preface by the Rev. Vincent Scully. 11+130 p. D N. Y., Longmans, Green \$1.50

The story of a girl's conversion to the Catholic faith.

Recreative athletics; suggestions for the practical conduct of recreative athletics, games and sports, and for the promotion of physical efficiency. 148 p. S c. '22 N. Y., Community Service, pap. 50 c.

Cooper and Brass Research Association

How to build a better home. 29 p. il. O (Suggestions to home builders) [c. '22] N. Y., Copper and Brass Research Assn., 25 B'way pap. apply

Dean, Eloise Earle [Mrs.]

The Christmas of long ago and other poems. 32 p. D '22 c. '21 Central, S. C., [author] pap. 75 c.

Field, Walter Taylor

The Field second reader; il. [in col.] by Marguerite Davis. 208 p. col. il. S [c. '22] Bost., Ginn 64 c.

Fordyce, Claude Powell

Touring afoot. 167 p. il. diagrs. S (Outing handbooks) '22 c. '16 N. Y., Macmillan \$1

Formerly published by Outing Company.

Fosbroke, Gerald Elton

Character révelations of mind and body; a statement of methods for the study of the indications of character which are built into the face as a result of mental and bodily reactions. 15+198 p. front. (por.) il. pls. O c. '22 N. Y., Putnam \$2.50

Common sense rules useful for executives and others in judging character by observation.

Fox, Paul

The Poles in America; with an introd. by Charles Hatch Sears. 134 p. (2¼ p. bibl.) il. pls. map D (Racial studies—new American ser.) [c. '22] N. Y., Doran \$1

An interpretation of the Polish race and its place in America.

France, Anatole, pseud. [Jacques-Anatole Thibault]

The opinions of Anatole France; recorded by Paul Gsell; tr. from the French by Ernest A. Boyd. 246 p. por. O c. N. Y., A. Knopf \$2.50

Maxims in their first form and many hitherto unpublished stories.

Frazer, Elizabeth

The secret partner. 206 p. D c. '21-'22 N. Y., Holt \$1.75

A story of conflict between a Wall Street tyrant and the man his daughter loves.

Frazer, Perry D.

Fishing tackle. 141 p. il. diagrs. S (Outing handbooks) '22 c. '14 N. Y., Macmillan \$1

Formerly published by Outing Company.

Fullerton, George Stuart

A handbook of ethical theory. 11+380 p. (bibl.) D c. N. Y., Holt \$2

Furniss, Edgar Stevenson

Foreign exchange; the financing mechanism of international commerce. 10+409 p. tabs. D [c. '22] N. Y., Houghton Mifflin \$2.50

Gleason, Charlotte

Judas Iscariot; a play arranged in a prologue and three acts; with an introduction by Clara Fitch. 46 p. D (The Drama League ser.) [c. '22] N. Y., Doran pap. 50 c.

A Biblical drama for use in churches.

Glover, Terrot Reaveley

The nature and purpose of a christian society. [2nd ed.] 85 p. D [c. '22] N. Y., Doran \$1

Glover, William

The groundwork of social reconstruction. 106 p. S [N. Y., Macmillan] bds. \$1

A statement of the fundamental principles on which any scheme of social reconstruction should be based.

Glyn, Elinor Sutherland [Mrs. Clayton Glyn]

Beyond the rocks; a love story; with il. from the Paramount photo-play. 326 p. pls. D [c. '06-'22] N. Y., Macaulay 75 c.

Man and maid. 334 p. D c. Phil., Lippincott \$2

A novel in a Paris setting, the interest centering around a rich war cripple and his mysterious woman secretary.

Gordon, Mary Duke, and Rohde, Eleanour Sinclair

Cookery. 14+248 p. il. D '22 N. Y., Longmans, Green \$2

An English cook-book, including Scotch cakes and sweets.

Gregory, Jackson

The bells of San Juan; il. by Frank Tenney Johnson. 8+337 p. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Man to man; il. by J. G. Shepherd. 5+367 p. front. pls. D (Popular copyrights) '20 c. [N. Y., Grosset & Dunlap] 75 c.

Ha-Am, Achad

Ten essays on Zionism and Judaism; tr. from the Hebrew by Leon Simon. 23+256 p. (bibl.) D '22 N. Y., Dutton \$2.50

Harnwell, Anna Jane

The sin of Ahab; a drama in one act. 28 p. D (The Drama League ser.) [c. '22] N. Y., Doran pap. 50 c.

A dramatic presentation of the Old Testament story adapted for church production.

Harrow, Benjamin

Glands in health and disease. 13+218 p. (bibl.) front. diagrs. D [c. '22] N. Y., Dutton \$2.50

Hawkes, Herbert E., and others

Solid geometry. 15+494 p. il. diagrs. D [c. '22] Bost., Ginn \$1.24

Hervey, Walter L., and Hix, Melvin

New first reader; il. by Margaret C. Hoopes. 4+136 p. col. il. D (Horace Mann readers) [c. '22] N. Y., Longmans, Green 64 c.

Febrache, James G.

A legend of the Kootenai trail; [verse]. 115 p. front. D c. '21 Spokane, Wash., Art Pr. Co. \$1.25

Griffin, William B.

Every day; a pageant in two acts; produced under the direction of Alvin W. Bearse; [a message for salesmen]. 29 p. il. S [c. '22] Bridgeport, Conn.

The Holmes and Edwards Silver Co., P. O. Box 2021. pap. gratis

Harvey Nathan Albert

Psychology of the common school subjects. 87 p. (4 p. bibl.) O [c. '21] Ypsilanti, Mich., Standard Pr. Co. pap. apply

Hastings, Fanny de Groot

Through a glass; [verse] 54 p. S [c. '21] N. Y. W. E. Rudge, 218 William St. \$1

New primer. 4+124 p. col. il. (Horace Mann readers) D [c. '22] N. Y., Longmans, Green 64 c.

Hickie, William James

Greek-English lexicon to the new testament after the latest and best authorities. 213 p. T N. Y., Macmillan 90 c.

Holland, Bryan T.

A vagrant tune. 263 p. D [c. '22] Bost., Small, Maynard \$1.75

A quiet love story in a placid English village, by the grandson of Mrs. Gaskell.

Horton, Marion

Viewpoints in essays; an arrangement of books according to their essential interest. 67 p. (The viewpoint ser.) O '22 Chic., Am. Lib. Assn. 60 c.

Partial contents: Bed books; Hobbies; Out of doors; The footpath way; Gardens; American mind and manners; Everyday ethics; The bookshelf; Poetry.

Hough, Emerson

The covered wagon. 379 p. front. end map D c. N. Y., Appleton \$2

A romance of the days of the westward landrush, relating the adventures of a band of pioneers.

Hough, Lynn Harold, D. D.

Life and history. 224 p. D [c. '22] N. Y., Doran bds. \$1.50

Partial contents: The approach to life through history; The relation between research and interpretation; The university and the republic; The preacher and the forces of democracy; America's debt to England; The place of religion in the new era.

Huston, Mrs. Ethel

Eve to the rescue; il. by Dudley Gloyme Summers. 340 p. pls. (Popular copyrights) D [c. '20] N. Y., Grosset & Dunlap 75 c.

Hugins, Roland

Grover Cleveland; a study in political courage. 94 p. (1 p. bibl.) front. (por.) (Admirable Americans, 1.) D c. Wash., D. C., The Anchor-Lee Pub. Co., 404 7th St., N. W. \$1

Hutchins, Grace and Rochester, Anna

Jesus Christ and the world today. 149 p. D [c. '22] N. Y., Doran \$1.25

An application of the decisions of Jesus to the social problems of to-day.

Hibberd, Ethel Torrey

Side lights; Luigi Carnevale, apostol of humanity, the modern idealist. 17 p. front. (por.) O c. '22 Chic., Italian-Am. Pub. Co., 77 E. Washington St. pap. apply

Hoover, Herbert Clark

The problem of prosperity and the part in it played by the American railroads; testimony of Herbert Hoover, Sec. of Commerce, before the Interstate Commerce Commission. 23 p. O '22 N. Y., Assn. of Railway Executives, 61 B'way gratis.

Howell, Charles T.

Howell's acme system of phonography; [fixed alphabet and vowel system of shorthand.] 68 p. facsim. T [c. '21] Summit, N. J., [author], 101 Park Ave. pap. apply

Hyde, Henry Morrow

The nation's tribute to its unknown soldier; a reprint of the articles by Henry M. Hyde, of the staff of the Evening Sun, and Theodore Tiller, of the staff of the Baltimore Sun, describing the Armistice

Jakway, Bernard C.

The principles of interior decoration. 15+289 p. il. pls. figs. O c. N. Y., Macmillan \$2.50

A discussion of the whole field of interior decoration giving scientific and artistic bases for judgment and taste in decoration. Author is extension lecturer for University of California.

Jespersen, Otto, i.e., Jens Otto Harry

Language; its nature, development and origin. 448 p. (3 p. bibl.) O '22 N. Y., Holt \$4

Author is professor in the University of Copenhagen.

Jørgensen, Johannes, i.e., Jens Johannes

Saint Francis of Assisi; a biography; tr. from the Danish with the author's sanction by T. O'Connor Sloane; new impression. 15+428 p. (bibl.) il. pls. facsm. O '22 c. '12 N. Y., Longmans, Green \$3.50

Kawakami, Kiyoshi Karl

Japan's Pacific policy; especially in relation to China, the Far East, and the Washington Conference. 14+380 p. end maps O [c. '22] N. Y., Dutton \$5

Analysis of Japan's part in the Washington Conference and of the peculiar Pacific problems raised by her geographical situation and her political necessities.

Kummer, Frederic Arnold [Arnold Frederick, pseud.]

Plaster saints; front. by Joseph Franké. 318 p. D [c. '22] N. Y., Macaulay \$1.75

The romance of a disinherited beauty who tries to make her way on the stage.

Lamb, Charles George

Alternating currents; pt. I. 72 p. diags. O '21 N. Y., Macmillan pap. \$1.90

Lang, Ossian

History of Freemasonry in the State of New York. 13+222 p. front. (pors.) il. pls. D [c. '22] N. Y., Grand Lodge of N. Y., F. & A. M., Masonic Hall \$2

Beginning of present day Freemasonry in the British Isles and the American colonies and the story of the Craft in New York.

Lawrence, Robert Means, M.D.

Old Park street and its vicinity. 9+172 p. il. pls. col. front. O c. Bost., Houghton Mifflin bds. \$3

A history of Old Park Street, Boston, the approach to the State House.

Day ceremonies in Washington, November 11, 1921. O c. '21 Balt., The A. S. Abell Co. pap. apply

Indiana Steel and Wire Co.

Double galvanized steel strand and iron wire for electrical transmission and distribution. 61 p. tabs., diags. (blue prints) D [c. '21] Muncie, Ind., [author] apply

Kenilworth, Ill. New Trier High School

How the Pilgrim spirit came to Ill.; a pageant written and presented by the students and faculty of the New Trier Township High School in commemoration of the tercentenary of the landing of the Pilgrims, New Trier auditorium, May 20 and 21, 1921. 36 p. il. O '21 Kenilworth, Ill., [author] pap. 50 c.

Kinsolving, Sally Bruce

Depths and shallows; [verse.] 67 p. S c. '21 Balt., The Norman, Remington Co. \$1.50

Kruttchnitt, Julius

Railroad efficiency past and present; [Reprinted from The Atlantic Monthly of Jan. 1922.] 23 p. O '22 N. Y., Assn. of Railway Executives. gratis

Leblanc, Maurice

The eight strokes of the clock; tr. by Alexander Teixeira de Mattos; front. by G. W. Gage. 313 p. D [c. '22] N. Y., Macaulay \$1.75

Latest exploits of Arsène Lupin in a new murder and mystery tale.

Longstreth, Thomas Morris

Mac of Placid. 11+399 p. front. D (Popular copyrights) '20 c. [N. Y., Grosset & Dunlap] 75 c.

Lord, Katharine

Plays for school and camp. 16+224 p. O c. Bost., Little, Brown \$1.50

Plays within the scope of the average boy and girl in school or club, church or settlement.

Lotsy, J. P.

Evolution by means of hybridization. 8+166 p. il. O [n. d.] N. Y., Lemcke & Buechner \$2

Based on the experimentally proven fact that crossing gives rise to new forms.

Lowndes, Marie Adelaide Belloc [Mrs. Fred-eric Sawrey Lowndes]

From out the vasty deep. 279 p. D (Popular copyrights) [c. '21] [N. Y., Grosset & Dunlap] 75 c.

McDaniel, George White, D.D.

The churches of the new testament. 299 p. D [c. '21] N. Y., Doran \$1.75

Aims to show the origin, character, principles and practices of the New Testament churches.

Mackail, John William

The life of William Morris. 2 v. in 1. 11+380 p. front. D '22 N. Y., Longmans, Green \$3.50

MacMahon, Henry

Orphans of the storm; a complete novel; from D. W. Griffith's picture epic on the immortal theme of the two orphans: novelized; il. with scenes from the photo-play. 194 p. pls. D (Popular copyrights) [c. '22] N. Y., Grosset & Dunlap 75 c.

McPherson, William and Henderson, William Edwards

Chemistry and its uses; a textbook for secondary schools. 8+447 p. (2 p. bibl.) front. il. tabs. diagrs. facsm. D [c. '22] Bost., Ginn \$1.60

Martin, Deborah Beaumont

Eleazar Williams, 1821-1921; cover design by Frederika Crane. 28 p. (¼ p. bibl.) il. O [n. d.] Green Bay, Wis., [Author] pap. apply

Moreland, John Richard

Red poppies in the wheat; [verse.] 97 p. D c. '21 N. Y., James T. White & Co. \$1.25

Morgan, Henry Victor

Hymns of health and gladness; new words to old tunes. 22 p. nar. D [c. '13-'21] Tacoma Wash., Master Christian Pub. Co., 3316 N. 31st St. pap. apply

Morrison, Rev. Andrew Malcolm

Efficiency of life at 100 years and more. 5+103 p. front. (pors.) D ['21] Los Angeles, Cal., Austin Pub. Co. \$1

New Jersey. Salem County

A church and community survey; under the dir. of Edmund deS. Brunner. 9+92 p. il. maps charts fold, tab. (Com. on social and religious surveys) [c. '22] N. Y., Doran pap. 90 c.

Magee, Anna F.

The Magee intermediate reader; pt. 1, 4th year; editorial coöperation of John F. Reigart; il. by Ethel F. B. Bains and Eugenie M. Wireman. 8+392 p. il. D [c. '22] Bost., Ginn 92 c. Teachers' manual 20 c.

Mansfield, Katherine

The garden party; and other stories. 255 p. D c. N. Y., Knopf \$2

Partial contents: At the bay; The daughters of the late colonel; Mr. and Mrs. Dove; The voyage; Miss Brill; Bank holiday; The singing lesson; The lady's maid.

Mason, Caroline Atwater [Mrs. John Henry Mason]

Wonders of missions. 345 p. D [c. '22] N. Y., Doran \$2

A review of the outstanding events in the progress of christian missions in foreign lands.

Maxwell, Donald

Unknown Kent; being a series of unmethodical explorations of the county; il. in line and col. by the author. 14+210 p. col. pls. O '22 N. Y., Putnam \$4.50

Mayo, Margery

Russians abroad; and other stories. 181 p. D Bost., Stratford Co. c. \$1.75

Morris, Gouverneur

Yellow men and gold; il. from scenes from the photoplay. 244 p. pls. D (Popular copyrights) [c. '10-'11] N. Y., Grosset & Dunlap 75 c.

Musick, William L., and others

Practical bookkeeping and accounting; a system of modern bookkeeping and accounting logically developed, with forms and statements amply il.; contains a system of accounts for retail merchants; script. by Baitzer. 242 p. il. (forms) O [c. '21] Chic., Universal Text Bk. Co. \$2.75

Nunn, Rev. Henry Preston Vaughan

An introduction to ecclesiastical Latin. 13+162 p. D '22 N. Y., Macmillan \$1.90

Rules of syntax and points of difference between ecclesiastical Latin and classical Latin. Passages from works of authors of the period with notes on syntax.

Ogden, George Washington

The flockmaster of Poison Creek; front. by P. V. E. Ivory. 315 p. D (Popular copyrights) [c. '21] N. Y., Grosset & Dunlap 75 c.

New York, Chautauqua County

History of Chautauqua County, New York, and its people; [ed. by] John Phillips Downs, [and others]; in 3 v. 450 p. ea. v. fronts. pls. pors. col. coats of arms O ['21] N. Y., 265 Broadway, Am. Hist. Society \$25 set.

New York State. New York laws affecting business corporations; rev. to May 1, 1922; containing the amendments of the legislative session which adjourned Mar. 17, 1922; containing the business corporations law, general corporation law, stock corporation law, applying provisions of the tax law including the stock transfer tax act, and the uniform stock transfer act and a synoptic analysis; Jay Braisted Roe Smith, ed. 32+260 p. O [c. '21 c. '22] N. Y., U. S. Corp. Co., 65 Cedar St. \$2

Nicholls, Charles D.

How to organize and maintain bands; [of music]. 18 p. il. pl. O [c. '21] Libertyville, Ill., The Nicholls Band Circuit 50 c.

Parker, Samuel Chester

General methods of teaching in elementary schools, including the kindergarten; rev. ed. 20+336 p. (5½ p.) front. il. facsms. diags. D [c. '19-'22] Bost., Ginn \$1.60

Paul, Elliot

Indelible; a story of life, love and music in five movements. 8+296 p. D c. Bost., Houghton Mifflin \$1.75

The story of two lovers, a New Englander and the daughter of a Jewish junk dealer, drawn together across a gulf of racial and temperamental differences by the bond of music.

Petrie, Telford

Modern practice in heat engines; with 111 il. and 2 fold. plates. 11+264 p. figs. O '22 N. Y., Longmans, Green \$5

Plimmer, Violet G., and Plimmer, R. H. A.

Vitamins and the choice of food. 12+164 p. il. pls. figs. O '22 N. Y., Longmans, Green \$2.50

Punch. Poems from Punch 1909-1920; with an introductory essay by W. B. Drayton Henderson. 29+278 p. S '22 N. Y., Macmillan \$2.50

Post, Melville Davison

Randolph Mason; the strange schemes. 280 p. D '22 c. '96 N. Y., Putnam \$1.75

A detective story published in 1896 by Putnam.

Potts, Cyrus A., comp.

Dictionary of Bible proper names; every proper name in the new and old testaments arranged in alphabetical order; syllabified and accented; vowel sounds diacritically marked; definitions given in Latin and English. 279 p. S [c. '22] N. Y., Abingdon \$2

Rider, Fremont, i.e., Arthur Fremont, ed.

Rider's Bermuda; a guide book for travelers; with 4 maps; comp. under the general editorship of Fremont Rider by Dr. Frederic Taber Cooper. 54+158 p. maps col. maps. col. fold. map S (Rider's guides) c. '22 N. Y., Holt \$1.90

All authenticated information which the tourist or sight-seer may require, including birds, plants and a history of Bermuda.

Roberts, Richard, D.D.

The untried door; an attempt to discover the mind of Jesus for to-day [2nd ed.] 12+174 p. D c. '21] N. Y., Doran \$1.50

Published in 1921 by the Womans Press.

Robertson, Archibald Thomas, D.D.

Types of preachers in the new testament. 238 p. D [c. '22] N. Y., Doran \$1.60

Portraits of men and women of the New Testament.

Robertson, John Mackinnon

The Shakespeare canon; 1: the origination of "Henry V"; 2: the origination of "Julius Caesar"; 3: the authorship of "Richard III." 16+205 p. (2½ p. bibl.) O '22 N. Y., Dutton \$5

Rose, John Holland

Lord Hood and the defence of Toulon. 6+175 p. por. fold. map O (Cambridge naval and military ser.) [N. Y., Macmillan] \$5.25

Schultz, James Willard

Seizer of eagles; with il. by Frank E. Schoonover. 229 p. front. pls. D c. N. Y., Houghton Mifflin \$1.75

The adventures of Little Otter, an ambitious Indian boy.

Schweitzer, Albert

On the edge of the primeval forest; experiences and observations of a doctor in equatorial Africa; tr. by Ch. Th. Campion; containing 16 il. from photographs, and a sketch map. 180 p. front. il. pls. map D '22 N. Y., Macmillan \$2

Partial contents: Lumbermen and timber-rafts at the mouth of the Ogowe; The hospital at Lambarene; Raft of Okoume wood and mahogany being floated down the Ogowe River; A little plantation of bananas on the margin of the untouched forest.

Tracy, Louis

The house of peril. 348 p. D [c. '22] N. Y., Clode \$1.75

A detective story dealing with the mystery of thirteen men around a table, twelve unconscious and one strangely slain.

Trevelyan, George Macaulay

British history in the nineteenth century; (1782-1901). 16+445 p. (2½ p. bibl.) maps O '22 N. Y., Longmans, Green \$3.75

Turner, John Kenneth

Shall it be again? 448 p. O c. N. Y., Huebsch \$2.50

Contents: Democracy and getting into war; Democracy and the conduct of war; Our war "causes"; Our "objectives"; Our war and business.

Tweedy, Henry Hallam and others

Christian work as a vocation. various paging D (Christian service ser.) c. N. Y., Macmillan \$1

Aims to acquaint the young man contemplating Christian service as a life work with opportunities in the ministry, foreign mission field, and Y. M. C. A. work

Vance, Louis Joseph

Sheep's clothing; with il. by James Montgomery Flagg. 279 p. front. pls. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap 75 c.

Warren, Charles

The Supreme Court in United States history; in 3 v.; v. 1, 1789-1821; v. 2, 1821-1855; v. 3, 1856-1918. 16+540 p. (1½ p. bibl.); 10+550 p. (1½ p. bibl.); 10+532 p. (1½ p. bibl.) fronts. (pors.) il. pls. c. '22 Bost., Little, Brown \$18 set

Traces the origin and development of the Supreme Court as a great creative force. For laymen and lawyers alike.

Webster, Jean, i.e. Alice Jean [Mrs. Glenn Ford McKinney]

Jerry junior; il. by Orson Lowell. 282 p. pls. D (Popular copyrights) [c. '07] N. Y., Grosset & Dunlap 75 c.

Winslow, Leon Loyal

Elementary industrial arts; il. by Harry W. Jacobs. 14+335 p. front. (col. pl.) il. D c. N. Y., Macmillan \$1.20

For boys and girls in the upper elementary grades. Partial contents: Bookmaking; Manufacture of baskets and boxes; Pottery industry; Cement and concrete; Textile industries; Iron and steel; Wood and woodworking.

Rare Books, Autographs and Prints



PHILIP ROSENBAACH AT THE SALE OF DICKENS ITEMS AT THE BURDETT-COUTTS SALE—SKETCHED BY THE LONDON "DAILY GRAPHIC"

IT is said in England that American collectors now own more copies of the First Folio of Shakespeare than "we can muster in private or public collections."

The Walpole Galleries will continue its occasional summer sales this year as it has done for the last two or three seasons. Many good books for the reader's library are dispersed in these sales and they are well worth the attention of booklovers.

The Grosvenor Library of Buffalo has taken a special interest in its association and autographed books in recent years. Without making any attempt to secure such books by purchase, the library has a large collection, visitors having added their signatures to their own works in the library, and in many cases knowing the librarian's hobby, have presented autographed volumes.

The current catalog of C. F. Libbie & Co. of Boston is devoted entirely to books concerning the North American Indians, including narratives, travels, massacres, adventures and exploration covering all parts of the United States and including the works of Schoolcraft, Bartram, Beatty, Carver, Church, Colden, Drake, Drayton, Flint, Heckwelder, Hutchinson, Trumbull, Williams and many other well known writers.

The demand on this side of the Atlantic for the rarer literary autograph letters and manuscripts is said in London to be constant and increasing. Prices for the choicest material are already so high in the English market that it discourages home collectors, but the Americans "buy with very little bargaining." It is only a matter of a few years when America will be as rich in autographic material as it is in the original editions of the great masterpieces of English literature.

The Bacon Society of America was organized in this city and held its first meeting at the National Arts Club on May 15. Its purpose is "to promote friendly intercourse and an exchange of views and information between open-minded lovers and students of literature and allied arts, with special reference to the life and works of Francis Bacon and his contemporaries, and their relation to the Renaissance movement and our own times."

The English trade and auction houses, according to reports, are depending largely upon American dealers and collectors for a busy summer. American competition has done much to maintain prices for the rarer material that has come into the auction market this season. Prices are yet sufficiently high to serve as a magnet in drawing new consignments into the auction room. Collectors deplore the loss of rarities and they feel sure that after they have once crossed the Atlantic they will never see them again. But this sentiment of collectors is completely submerged in the anxiety of consignors and the English rare book trade to find the best possible market.

An important sale of rare books, autograph letters and illuminated manuscripts selected from a dozen or more consignments will be sold at Sotheby's in London June 19, 20 and 21. This sale includes the novels of Dickens in original parts; an extensive collection of the first editions of Robert Louis Stevenson; broadside proclamations of Charles I, many unique; pamphlets relating to the Civil War; a series of fine illuminated miniatures; important Wyckcliffe manuscripts; Bunyan's "Pilgrim's Progress," 1678, first edition; Shakespeare's First Folio, 1623; books with colored plates; fine bindings; important French illustrated works of the eighteenth century; first editions of Shelley and Thackeray; and a notable collection of autograph letters, including those of Washington, Pope, Shelley, Dickens, Tennyson and many names famous in English literature and history.

The current catalog of Charles J. Sawyer, Ltd., of London, a quarto volume with many full page illustrations and listing rarities of many periods, has just reached this country. Among the items of unusual interest are the original manuscript of Burn's patriotic ballad "The Dumfries Volunteers," Caxton's "Chastising of God's Children," about 1491, bound by Bedford and from the library of Henry Huth, a perfect copy; a selection of important and rare Dickens works; the Sydney Collection of Irish State Papers and Documents, 1782 to 1789; very full collected sets of first editions of Arnold Bennett, Joseph Conrad, John Masefield and other modern authors; an extra-illustrated copy of Sloane's "Life of Napoleon;" Shakespeareana including a fine copy of the Fourth Folio; the holograph Will of John Wesley; and many interesting items of rare Americana.

Rare Americana including books and pamphlets concerning the Revolutionary War, California and the Early West, the North American Indians, Lincolniana autograph letters and broadsides. Among the rarer items are such books as Mather Byles's poem "To His Excellency Governor Belcher on the Death of His Lady," Boston, 1636, the first copy to appear in the auction room; Benjamin Franklin's "Directions to the Deputy Postmasters for keeping their accounts," a hitherto unrecorded broadside written by Franklin as postmaster-general of the Colonies and probably printed by Franklin and Hall in 1753; and a copy of the *Charleston Mercury Extra*, published December 20, 1860, announcing the passage of "An Ordinance to Dissolve the Union between the State of South Carolina and Other States United in the Compact entitled 'The Constitution of the United States of America,'" etc.

Casa Guida, the Florentine home of Robert and Elizabeth Barrett Browning, is to be preserved as a memorial to the two poets by the Browning Society of Florence. It is planned to restore the apartment they occupied as it was when they lived there and the society is seeking some of the furniture, pictures and other objects that were in it in their time. It will not be difficult to make restoration for very many accurate descriptions have been left by visitors. The poet's own study was long and narrow, adorned with busts and masks, among them the death mask of Keats. The study-sitting room of his wife, with its tapestries, its heavy inlaid book cases, its old pictures of sacred themes and its large gilded mirrors would have delighted the lover of the antique. This Browning museum, for such in time it will be, will add to the literary at-

tractions of a city now rich in memories and associations of great authors.

It is fifty years since Samuel Butler's "Erewhon" first appeared in the booksellers' windows, an anonymous volume at the price of 7s. 6d. "As a book it had as a companion, the third volume of George Eliot's 'Middlemarch,'" says the *Manchester Guardian*. The latter enjoyed a long start in the race for circulation, but to-day "Erewhon" is probably more read than "Middlemarch." Butler submitted his manuscript to Chapman & Hall but their reader, George Meredith, would have none of it. The author expressed no surprise. "I should have condemned 'Diana of the Crossways,' said he, 'or any other of Meredith's books if submitted to me. When 'Erewhon' went to Trubner & Co., who, thinking from a cursory inspection that it had something to do with the contagious diseases act, threw it one side till reminded by its author of its existence. He had to publish it at his own risk, and calculated long afterwards that he made rather less than £70 out of the venture. Its anonymity was "Erewhon's" salvation. People bought it and talked of it when nobody knew who had written it, and a second edition was called for, but as soon as the *Athenaeum* announced that it was the work of a young man well known in artistic quarters named Samuel Butler, in other words a nobody, the sales dropped to a vanishing point."

F. M. H.

When Folios Changed Hands

New Rochelle, N. Y.,
May 3, 1922.

Editor, PUBLISHERS' WEEKLY:

Reference in the Weekly of April 29th to the Shakespeare Folios purchased by the late J. P. Morgan mentions a price of \$40,000 as having been paid for them. This is approximately correct. These were in the library of the late Theodore Irwin, of Oswego, which had been purchased en bloc by George H. Richmond with whom I was then associated, and the intention was to disperse it at retail, and preparations had been made to this effect including the procuring of a large safe in which the contents of only three of the packing cases had been placed when Mr. Morgan called to look them over.

In addition to the Folios there were the famous Golden Gospels on purple vellum, a fine lot of Caxtons and other rare gems of this library. Mr. Morgan spent an hour examining these and had inquired the total cost of such selections as he desired and on being informed, considered it a moment and then asked Richmond how much he wanted for the whole

library; on being told he almost immediately said he would buy it.

This occurred on Friday and it was just about noon when he left for his office. He mailed his check the same afternoon and on Saturday noon sailed for Europe.

According to instructions the contents of the safe were then repacked in their cases and along with all the others which had not been opened were sent to the Lincoln storage warehouse.

I recall that Mr. Morgan when he first came in asked jocosely "Where is that rubbish you wanted to show me?" I do not know that any of this has ever been published and perhaps it may be of interest to your readers.

Yours very truly,

J. H. JORDAN.



PHILIP ROSENBACH WHO BOUGHT THE MANUSCRIPT OF "THE HAUNTED MAN" THE PRINCIPAL ITEM AT THE RECENT DICKENS' SALE IN LONDON.
SKETCHED BY THE LONDON "DAILY GRAPHIC"

HE KNOWS

"My husband is merely a manufacturer of waste baskets," sighed the woman with aspirations. "It seems such a prosy occupation."

"On the contrary there is really much poetry in waste baskets," replied the unappreciated bard.

New York Evening Sun.

Catalogs Received

- Americana.** (No. 7.) The Smith Book Co., Suite 914, Union Central Bldg., Cincinnati, O.
- Americana Canadiana.** Librairie Maison neuve Freres, 3, rue du Sabot, Paris, France.
- Beautiful and precious books.** (No. 4; Items 224.) G. Michelmor & Co., 5, Royal Opera Arcade, Pall Mall, London, S. W. 1, England.
- Books on American Indians.** (No. 939; Items 497.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.
- Chinesische, Tibetanische, Japanische Originalmalereien.** (No. 505; Items 292.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.
- Choice books, library editions of standard authors, publications of learned societies and serial publications.** (No. 431; Items 781.) Francis Edwards, 83 High St., London, W. 1, England.
- A collection of interesting books and pamphlets of the Seventeenth to Twentieth Centuries including a number of rare and choice items.** (No. 24; Items 814.) Herbert E. Gorfin, 1 Walerand Road, Lewisham, London, S. E. 13, England.
- Fine original drawings, scarce old and modern books, and rare and valuable prints relating to the Near East.** (No. W. 1; Items 325.) Mme. J. Dupont Et Fils, "Montrose," Leicester Road, New Barnet, Herts, England.
- First editions, presentation copies, editions de luxe, etc.** (No. 23; Items 550.) W. & G. Foyle, Ltd., 121 Charing Cross Road, London, W. C. 2, England.
- Histories of the New England States.** (No. 938; Items 942.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.
- Important works on all branches of zoology.** (No. 93; Items 3176.) Dulau & Co., Ltd., 34 Margaret St. & Oxford Circus, London, W. 1, England.
- Konsthistoria Dekorativ Konst Och Konsthandverk Illustrationsverk.** (No. 1333; Items 1634.) Björck & Björckson, Drottninggatan 62, Stockholm, Sweden.
- Miscellaneous second-hand books, ancient and modern.** (No. 90; Items 656.) C. Richardson, 42a Rosamond St. W., c-on-M., Manchester, England.

LUZAC & CO. 46 GT. RUSSELL ST. LONDON, W. C. 1

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Single copies, 15 cents. Educational Number, in leatherette, \$1.00; Christmas Bookshelf, 25 cents.	

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Front Section (full pages only).....	\$60.00
Back Section—	
One page	\$50.00
Half page	\$30.00
Quarter page	15.00
Eighth page	7.50
The above rates are unspecified positions.	
Higher rates for Summer Reading, Educational Number, Christmas Bookshelf and Book Review supplement.	

The Weekly Book Exchange

Books Wanted and for sale

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

Adairs Bookstore, 1715 Champa, Denver, Colo.

Doyle, Lost World.
Seven Splendid Sinners.
Anti Nicene Fathers, set.
Book on Furniture Finishing.
Lloyd's Puzzles.
Following by Lester F. Ward:
Pure Sociology, Dynamic Sociology.
Psychic Factor of Civilization.
Outlines of Sociology.

Adam, Meldrum & Anderson Co., Buffalo, N. Y.

Hichen's Spirit in Prison.
Hichen's Call of the Blood.

William H. Allen, 3417 Walnut St., Philadelphia, Pa.

Antwerp & Lamplighter. Modern Pedigrees, 1895.
Clerke, System of the Stars, 2nd ed., 1905.
Du Maurier, Peter Ibbetson.
Hailey, Clarence, Padrellos de Corraera.
Hinkson, K. T., Years of Shadow, 1919.
Krinken, Baby Days and Christmas Stocking.
Science and Invention, Pub. by Ginsburg (?).
Thoroughbred Sires of Argentine Republic, vols. 1 and 2.
New want-list out.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Christian World Pulpit, bound in cloth vols.
Complete set Pulpit Commentary.
The Unsearchable Riches of the Manifold Grace of God, Moody.
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American Baptist Publication Soc., 514 N. Grand Ave., St. Louis, Mo.

The Shepherd of Salisburys' Plain, Hannah More, 10c.

William H. Andre, Suite 607 Kittredge Bldg. Denver, Colo.

Making Up (for actors), James Young, pub. by Witmark.
Art of Theatrical Make-Up, Morton Cavendish, pub. by MacMillan.
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Froissart's Chronicles.
Little Journeys, Elbert Hubbard.
Harper's American Nations. Name and address wanted on quotation made for \$25; this has been lost.
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Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Mutual Aid, Kropotkin, pub. by Heineman.
Jurgen-Cabell, American ed.
Exiles Club, Dunsany.
County of the Blind, H. G. Wells, Macmillan.
Book of Verses, H. D.
Life of St. Teresa, Mrs. Cunningham Grahme.
Golden Road, Allen, pub. by Wessels.
Century of Intellectual Development, Hector McPherson.

William M. Bains, 1213-15 Market St., Philadelphia

Taylor's General Lee, His Campaigns in Wa.
Johnston, Life and Reminiscences of Joseph E. Johnston and Robert E. Lee.
Memoirs of Jefferson Davis, Mrs. Jefferson Davis.

G. A. Baker, 144 E. 59th St., New York

Constitution of the United States, folio, pp. 6, Philadelphia, Dunlap & Claypoole, 1787.

H. C. Barnhart, 35 W. Market St., York, Pa.

Life of Burne-Jones, Lady Burne-Jones, 2 vols.
Girlhood of Queen Victoria. Selections from her Diary, Viscount Esher, 2 vols.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Hegel's Philos. of History, Bohn.
Journal of Delacroix.
Biography of Cezanne.
Life of Grant, Hamlin Garland.
Verbatim Report Beecher, Tilton Trial, 3 vols., B'klyn, 1875.
Two Conceptions Freedom of Seas, Reeves.

Beane's Occult Bookshelf, 955 8th St., San Diego, Calif.

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 Raphael's Ephemeris, 1877 original. not reprint.
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 Vaught, Practical Character Reader.
 Where Routledge Rides Alone, pub. Lippincott.
 Astrology Restored, Ramsey.
 Mary Ann Carew, Petersilea.

Bohymer's Book Shop, 1204 Olive St., St. Louis, Mo.

Life of Rob't. Ingersoll (not his works).
 E. H. Rixford, Wine Press and Cellar, pub. San Francisco, 1833.
 Louise de Lavalier Life, Jules Lair, Eng. trans.
 Jack Curzon, The City of Mystery, A. C. Gunter.

The Bell Book and Stationery Company, 914 E. Main St., Richmond, Va.

Meade, E. C., Historic Homes of the Southwest Mountains, Virginia, 1899.
 Reid, Mayne, The Desert Home.
 Claiborne, Wm. Claiborne of Va., Putnam.
 Parton's Life of Thos. Jefferson.
 Glasgow, Ellen, any, first eds:
 Brown's Genesis of U. S., 2 vols.
 Boogher's Overwharton Parish.
 Brown's The Cabells and Their Kin.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City

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 Pennell, Pen Drawings.
 Bucher, Industrial Evolution, Holt.

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 Baron Munchesauen.
 Shining Hours, Veerham.
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 Theory of Sound, 2 vols., Lord Rayleigh.
 Godey's Ladies Books in good condition.

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 Lucas Mallett, Sir Richard Calmady.
 Handy Volume Ed. of Encyclopedia Britannica, vol. 8, 9, and 26, cloth binding.
 Bits of Life.
 In the Midst of Life, Ambrose Bierce.
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 Jade Chaplet, Chinese Verse, trans. G. S. Slent.
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 Through Town and Jungle, William H. Workman & Fanny B. Workman.
 Julia E. Ford, Simeon Solomon an Appreciation, 1908, F. F. Sherman.
 Cruises Mainly in the Bay of Chesapeake, R. & G. Barrie.
 Modern Hospital, Hornsby & Schmidt.
 Mines, Mosher, M. Schwab.
 The New Practical Cookery Guide, Seurre.
 Yensie Walton, Mrs. Susie P. Graham Clark.
 John Twachman, Lewis Palmer Skidmore.
 Sixty Paintings, Winslow Homer.
 Vignettes from Nature, Humboldt Library, 20th Century, Grant Allen.
 Nature Studies, Grant & Williamson.
 Life and Letters of Robt. Burns, Bohn Lib., A. Cunningham.
 Tragedy of the Caesars, Baring J. Gould.
 Lafayette of Louisiana, Mary Devereaux.
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 Travels in China, Prevaljsky.
 Peking to India, Younghusband.
 The Tears of Heliades or Amber as a Gem, W. Arnold Buffuen.
 Early Flemish Artists, W. M. Conway.
 Romantic Legends of Spain, S. A. Becquer.
 Riams, S. A. Becquer.
 Las Solondeinas, S. A. Becquer.
 Sketches and Reviews, Walter Pater.
 Dry Goods, Dec. 1919.
 Elliotts Debates.
 The Jonas Stories, Rollo Books.
 Marco Polo Stories, Rollo Books.
 Lucy's Stories, Rollo Books.
 Mr. Scraggs, H. W. Phillips.
 Being Born Short or Being Born Tall.
 Isle of Temptation, Colleton.
 Spinx Lawyer, J. Frankau.
 Rose of Savoy, H. N. Williams.
 Hungry Heart, David Graham Philips.
 Summary of Universal History, vols. 1 and 4, trans. from French, M. Anquillet, printed and published C. P. Wayne, 1866-07.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Artemus Ward, His books, particularly Adventures in Free Love.
 Ronald Firbank, Valmouth.
 R. D. Paine, Old Ships and Havens.
 Peck, Twenty of the Republic.
 Bradley, Shakespearian Tragedy.
 Quennell, History of Everyday Things in England, 2 vols.
 Berges, Creative Evolution.
 Whistler, Gentle Art of Making Enemies, (not a first).
 M. Amerault, La Vie de Francois Leigneur de la Noue, Leiden, 1661.
 Discours politiques la Noue Francois de Bisel 1587, La Rochelle, 1590; London, 1597; Correspondence, 1854.
 Battle of Pilot Knob.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Hero and Hero Worship, by Carlyle, Temple edition, blue cloth.
 George Cattin's My Life Among the Indians.
 Sand, George Chopin, Sketches from "A History of My Life," and "A Winter in Majoroa," tr. by Grace Curtis.
 Schweitzer, Albert, J. S. Bach, with a Preface by Widor, 2 ols., tr. by Newman.
 Brooks, H. M., Olden Time Music.
 Ehlert, Louis, From the Tone World, tr. by Treubar.
 Elson, L. C., History of German Song.

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Magister Choralis, F. X. Haberl, tr. by Donnelly.

Morris H. Briggs, 5113 Kimbark Ave., Chicago, Ill. Sherwood Anderson, Windy McPherson's Son, Lane, 1916.

First editions Cabell, Cather, Dreiser, Hergesheimer, Millay, E. A. Robinson, Saltus, Wharton, Tarkington, Hearn.

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Smart Set Magazine, 1910 to date, bound or single. Nietzsche, set or single volumes, Eng. or German. Roosevelt and Woodrow Wilson, books by or on. County, Town and State Histories.

Americana Catalogs, especially Illinois.

The Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Arts and Decoration, Dec., 1916.

Foster Brown Co., Ltd., 472 St. Catherine St., West, Montreal, Canada

A History of English Prosody, in 3 vols., by Saintsbury.

Frank C. Brown, 44 Bromfield St., Boston, Mass.

Work, by Louisa May Alcott, Boston, 1873.

Elephant Hunting in East Equatorial Africa by

Arthur Neumann, London, 1897.

Aesop's Fables in Latin.

The Burrows Brothers Co., 633 Euclid Ave., Cleveland, O.

Chas. Goodyear, Gum Elastic.

Care of the Face, Woodbury.

Campion & Company, 1313 Walnut St., Philadelphia, Pa.

Selous, African Nature Notes.

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Riding and Polo, Badmington Library.

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On the Witnesst Stand, Munsterberg.

Carnegie Library, Atlanta, Ga.

Signal, and other stories, by V. M. Garshin, translated by Rowland Smith.

Carnegie Library of Pittsburgh, Pittsburgh, Pa.

Beard, Ku Klux Sketches.

Brooke, S. A., On Ten Plays of Shakespeare, Holt.

Brooke, S. A., Poetry of Robert Browning, Crowell.

Brown, Alex., Genesis of the U. S., 2 vols., Houghton.

Bryant, L. M., What Pictures to See in America Lane.

Chapman, C. E., The Founding of Spanish California, Macmillan.

Collins, J. H., Human Nature in Selling Goods, Altetmus.

Crowe, Eyre, With Thackeray in America, Scribner.

Delafeld, Mrs. E. P., Alice in Wonderland, a play, Dodd.

Dexter, E. G., Weather Influences, Macmillan.

Freemantle, A. J. L., Three Months in the Southern States, 1863, Blackwood.

Gardiner, E. N., Greek Athletic Sports and Festivals, Macmillan.

Gauss, Christian, Through College on Nothing a Year, Scribner.

Genung, J. F., Ecclesiastes; tr. anew with commentary, Houghton.

Genung, J. F., Words of Koheleth, Son of David, Houghton.

Carnegie Library of Pittsburgh—Continued

Hopkins, A. A., Book of Progress, 3 vols., New York, 1915.

Janvier, T. A., In the Sargasso Sea, Harper.

Kinzbrunner, C., Alternating Current Windings, Van Nostrand.

Murdoch, Jos., The Microscopical Determination of the Opaque Minerals, Wiley.

Pomeroy, S. G., Little-known Sisters of Well-known Men, Estes.

Ritenour, J. S., Journalism as a Profession, 1899, Nelson.

Van Water, George, The Poetical Geography, New York, 1864.

Wilson, J. G., Thackeray in the United States, 1852-53; 1855-56, Dodd.

Gerard Carter, 12 So. Broadway, St. Louis, Mo.

Magus, by Francis Barrett.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

U. S. Geol. Prof. Papers, nos. 27, 45, 49, 51, 57, 60.

Gostwick & H., German Literature.

Melody of the Heart.

Pike, Moral and Dogma.

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Sterling's Southern Orator.

Davis, Great Harmonia, vols. 2, 3, 4.

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Browne, Words and Phrases.

Lewes, Acetylene.

Brewer, Character Sketches, vol. 3, 1/2 mor.

Cleasby & Vigfussen, Icelandic-Eng. Dict.

Todd, Burr Family.

Joshua Reynolds Discourses, ed. by Johnson.

Cook, Life of Florence Nightingale, 2 vols.

Wilson, Treatise on Punctuation.

The Centaur Book Shop, 24 Chancellor St., Philadelphia, Pa.

Robinson, Edward Arlington, The Torrent and the Night Before.

Saltus, Lords of the Ghostland, first edition.

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Willa Cather, April Twilights.

Cabell, The Rivet in Grandfather's Neck, first ed.

Chamberlain Bros., Pittsfield, Mass.

1914 Baedeker for Egypt, second-hand.

1912 Baedeker for Palestine, second-hand.

George M. Chandler, 75 East Van Buren St., Chicago, Ill.

Buckley, Phallicism in Japan.

Dahn, Felicitas.

Fahie, Galileo.

Whitman, Leaves of Grass, 1st ed., 1855.

Winter, Shakespeare's England.

Thomas, Roman Life Under Caesars.

Tillinghast, Picture Studies, 2 vols.

Garland, Main Travelled Roads, Limited ed.

Czapek, Chemical Phenomena.

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Quick or the Dead, Amelie Rives.

City Book Store, East Liberty St., Wooster, Ohio

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The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Shakespeare's Works, Vale Press edn., 40 vols.

Chittenden, Early Steamboat Navigation on Mo.

River, 2 vols., Harper.

Ratterman, German Pioneer, 1869.

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 Withers, Chronicles of Border Warfare, 1831.
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 Diseases of Children prior to 1800, anything relating
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 Garces, On Trail of Spanish Pioneer, 2 vols.
 Newspapers of London, N. Y. or Chicago, any long
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 Conrad, Uncle Dick Wooton.
 Art in America, Jan., 1921 to date.
 Adams, Chapters of Erie.
 Head, Franklin H., any works by.
 Stephen, Reviewers Reviewed, 1872.
 Hazard, Register of Pa., vol. 8 to end.
 Ill. Hist. Soc. Jl., vols. 1, nos. 2-4.
 Outlook, N. Y., vols. 1-47.
 Munsterberg, Psychology and Social Sanity.
 Hamilton, Materials and Methods of Fiction.
 McKenney, Memoirs, Official, and Personal, 2 vols.
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 Analyst (Des Moines), vols. 5, 6.
 Lincoln, Abraham, Works, ed. by Lapsley, Federal
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 Garrett, 100 Choice Selections, nos. 6 and 17, 1st edns.

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Fitzherbert, Sir A., Natura Brevium.
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 I. C. S. Set on Printing.
 Magazine of Western History, vols. 11 to 14.
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 Allen, Southern Patriotic Songs during Confederacy.
 Baker, Brief History of Texas.
 Arrington, Rangers and Regulators of Tanaha.
 Barber, Our Whole Country.
 Barr, Remember the Alamo.
 Batty, Biographical Souvenir of the State of Texas.
 Beadle, Western Wilds.
 Blackmar, Spanish Colonization in the Southwest.
 Brown, Encyclopedia of the New West, Texas, Ark.,
 etc.
 Carroll, Book of Sermons, with Sketch by Cranfill.
 Catlin, Letters, etc., on Manners, etc., of N. A.
 Indians, 1832.
 Clappett, Echoes from the Rocky Mountains.
 Cremory, Life Among the Apaches.
 Cushing, Wild Oats Sowing.
 Davis, Campaign from Texas to Maryland.
 Davis, El Gringo, or New Mexico and Her People.
 Dorsey, Recollections of Gen. Henry W. Allen,
 C. S. A.
 Folsom, Mexico in 1842, with Account of Texas.
 French, Historical Collection of Louisiana.
 Greeley, Letters from Texas.
 Greenleaf, Ten Years in Texas.
 Hill, Twenty Years at Sea.
 Ingraham, Lafitte, the Pirate of the Gulf.
 Ingraham, The Prairie Guide, or Rose of the Rio
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 Mayo, Political Sketches of 8 Years in Washington.
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 Sage, Scenes in Rocky Mts. and in Texas etc.

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 ico.
 Stillman, Wanderings in the Southwest.
 Trevor, The Pilot of Human Life, autobiography.
 Truman, The South After the War.
 Truman, The Field of Honor.
 Tyler, Letters and Times of the Tylers.
 Wallace, History of Ill. and La. Under French Rule.
 Watson, List of Plants from Southwest Texas, etc.
 Willson, American History, inc. History of Texas.
 Adams, Wm., Elements of Christian Science, 1850.
 Collins, Historical Sketches of Kentucky, 1848.
 Gautier, Mademoiselle de Maupin, cheap edn.
 Journal of the Illinois State Historical Society,
 vol. 1; vol. 3; nos. 1, 3, 4; vol. 4; vol. 11, no. 1.
 Lambert, Tactics of Infidels.
 Phil May's Sketch Book.
 Page, Dramatic Moments in American Diplomacy.
 Parker, Gatling Guns at Santiago.
 Scidmore, As the Hague Ordains.
 Taylor, Words and Places.
 Heroes of the Nations series, George Washington.
 Wisconsin Historical Collections, vols. 22, 25 and 26.
 Wisconsin Magazine of History, A complete set,
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 Whitcomb, Chronological Outlines of American
 Literature.
 Wilde, Lady Windermere's Fan, preferably in a
 fine binding.
 Wisconsin Historical Society's Proceedings at 39th,
 53rd, 56th, 58th, 59th Annual Meetings.
 Watson, L. H., Not to the Swift, a novel.
 Western Journal, vols. 1 to 6.
 Yearbook of Railway Literature, vol. 1, 1897.
 Fern Bulletin, vols. 1 to 5.
 Robinson, Catalogue of Casts, Greek and Roman
 Sculpture, Museum of Fine Arts, Boston.
 Colesworthy's Book Store, 66 Cornhill, Boston,
 Mass.
 Navajo Legends, Mathews.
 Chevreuil or Maxwell on Color.
 History of Mathematics, Compte.
 N. Y. Sun, Dec. 22-28, 1921; Mar. 16, to May 10, 1922.
 Columbia University Library, New York City
 Poe, Edgar Allan, Complete works ed. by Harrison,
 Virginia ed., vols. 2, 4, 5, 6 and 14, 1902, Crowell.
 Parry, Style in Musical Art, Macmillan.
 The Dalhousie Review, vol. 1, no. 1, April, 1921,
 Review Pub. Co., Halifax.
 Quarterly Journal of Economics, Feb., 1910.
 Patten, Simon N., Culture and War, Huebsch, 1916.
 Federn, Karl, The Origin of the War: Facts and
 Documents, Dillingham Co., 1915.
 Reed, John, The War in Eastern Europe, Scribner's
 Sons, 1916.
 Baker, Newton D., Frontiers of Freedom, Doran,
 1918.
 Burgess, John W., The European War of 1914: its
 causes, purposes, etc., McClurg, 1915.
 Adler, Felix, The World Crises and Its Meaning,
 1915, Appleton.
 Bigelow, Poultney, The Borderland of Czar and
 Kaiser, Harper & Bros., 1894.
 American Association for the Advancement of
 Science, Fifty Years of Darwinism, Holt, 1909.
 Herrick, Clark's Field, Houghton Mifflin.
 Williams, Edward H., The Question of Alcohol,
 Goodhue Co., 1914.
 Mellor, J. W., Treatise on Quantitative Inorganic
 Analysis, 1913, Griffin.
 Muir, R., Nationalism and Internationalism,
 Houghton.
 Lichtenberger, H., Germany and Its Evolution in
 Modern Times, tr. by A. M. Ludovici, Holt, 1913.
 Matthaei, L. E., Studies in Greek Tragedy, Putnam,
 1918.
 Barnard, Henry, Memoirs of Eminent Teachers and
 Educators with Contributions to the Hist. of Edu-
 cation in Germany, Rev. ed., Brown & Gross, 1818.
 Holmes, S. J., Evolution of Animal Intelligence, 1911,
 Holt.
 Kirk, Edward, Cupola Furance, Baird, latest ed.

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Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
Encyclopaedia Britannica, 11th ed.
Harvard Classics, cheap.

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Stewart, Life Sheldon Jackson.
Michell, History of Greenbacks.
Carey, Past Present Future.
Carey, Principles, Social Science.
Senior, Outlines Political Economy.
Say, Political Economy.
Lauderdale, Nature and Origin Public Wealth.
Sismondi, New Prin. Political Economy.
Sismondi, Studies Political Economy.
St. Simon, The Industries.
St. Simon, The Organizer.
St. Simon, Industrial System.
Owen, Book of the New Moral World.
Life of Robert Owen.

Covici-McGee, 158 W. Washington St., Chicago, Ill.
McTaggart, Studies in Hegalian Dialectics.
Geil, W. E., Great Wall of China or Other Travels by.
Mark Twain, Riverdale ed., vols. 24 and 25.
Any Village Press Publications.

Jeremiah F. Cullen, 15 South Ninth St., Philadelphia, Pa.

Complete Angler, London, S. Bagster, 1810, 1815.
Complete Angler, London, John Major, 1823, 1824, 1844.
Early ed. of Angling.
Biog. Jas. Lawrence W. Irving.
Hana Logan's Courtship.
Sally Wister Journal.
Letters of John Adams.
Whitman, Leaves of Grass, 1st ed.
Old Paris, 1st edition.
Bret Harte, 1st edition.
Whitman, Leaves of Grass, 1889 ed., pocket.
Anything about or against Whitman.

Davis Bookstore, 49 Vesey St., New York City
Flush Times in Alabama.

Davis and Banister, Inc., Slater Bldg., Worcester, Mass.

Annals of Salem, Felt.

Dvairs & Nye, 112 Bank St., Waterbury, Conn.
From Hidden Way, Cabell.
The Eagle's Shadow, Cabell.

The Denver Dry Goods Co., Denver, Colo.
At the Cross, Von Hillern.

Detroit Public Library, Detroit, Mich.
Alexander, The Log of the North Shore Club.
Baker, Following the Color Line.
Sternberg, Life of a Fossil Hunter.

Dixie Business Book Shop, 140 Greenwich St., New York City

Thinking in Figures, J. Hunter.

E. P. Dutton & Co., 681 Fifth Ave., New York City
Corelli, Young Diana.
Gribble, Madame De Stael and Her Lovers.
Lucas, H. V., The Gentlest Art; The Second Post.
Melville, Omoo and Typee, first American edition.
Moby-Dick; or the Whale, Israel Potter; his Forty Years of Exile, New York, 1855; Battle-Pieces and Aspects of the War, New York, 1866; Clarel: A Poem and Pilgrimage in the Holy Land, New York, 1876.
Meyer, Nadine Narska.
Morgan, L. H., League of the Ho-De-Ho-Sau-Nee, ed. by Lloyd.
McLean, Francis H., The Formation of Charity Organizations in Smaller Cities, Russell Sage Foundation, 1910.
MacGill University Magazine, December, 1907.
Mines, Mines and Copper Handbook, volume 15.
Mythology and Siege of Troy, Japan paper, Remarque proof ed.
Masfield, Story of the Round House, first American.

E. P. Dutton—Continued

Nye, Guest at the Ludlow, first edition.
New York Clipper Annual, 1874, 1875, 1876, 1877, 1878, 1879, 1883, 1899.
New York World Almanack, 1876 to 1886, inclusive all or any.
Neill, History of Minnesota, fifth edition, 1883.
Nogi's The Man Against the Background of the Great War, 4 copies.
Redwood, Mineral Oils and Their By-Products.
Saintine, Legends of the Rhine.
Smith, Col. Carter of Cartersville.
Badminton Library, Coaching.
Baring-Gould, Book of the Rhine.
Gronou, Life of Leonardo di Vinci.
Hume, Two English Queens and Philip, Courtship of Queen Elizabeth.
Illustrated Times, 1880 to 1885.
Illustrated News, 1889 to 1892.
James, Richard Coeur-de-Lion.
Kipling, Mandalay, 1898.
Keppel, Golden Age of Engraving.
Kennedy, W. S., Poems of the Weird and Mystical Way, Boston, 1885.
Keyes, Genealogy of the Keyes Family, Brattleboro.
Little Blue Rabbit, Little Mother Series.
Lageroff, Gosta Berling.
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Lea, History of All Nations, vols. 5, 6, 7.
Ladd, G. T., and Woodworth, Elements of Physiological Chemistry.
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W. C. 2, England

Wright, Chauncey, Philosophical Discussions, Henry Holt & Co., 1877.
Lovejoy, Nature in Verse, S. Bendett Co.
Dorrance, Sorauer, The Records, Wilkes Barre, Pa. Pflanzenkrankheiten.
English Trans., vol. 1.
English Title, Manual of Plant Diseases.
Hansratn, A., Antinous: Romance of Ancient Rome, trans. by Salford, New York, 1882.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Rafinesque, Any orig. publications, 1808-40.
Millspaugh, Amer. Medicinal Plants, 1887.
Plates for Eaton's Birds of New York.
Clippis, Old English Plate, Lon., 1906.
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Comstock, Descend'ts Sam'l Comstock, 1907.

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Masters in Art, Aug., 1906; Jan., July, Aug., 1908; 1909, all.
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Owen, John, Sceptics of Italian Renaissance.
Prichard, Chron. Don Quixote; Don Q. in Sierra.
Fulci, Luigi, Morgante, the great, Transl.
Savage, Philip Henry, Poems, Bost., 1891.
South Carolina, Upper, Hist. of, by Logan.
Strauss, Biog. Roger Williams, N. Y., 1894.
Thanet, Stories that End Well.
Voyage of the Duff.
Genealogies: Betts of Wortham, by Doughty, 1912.
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California Pioneers Annual Publications, 1858, 1859, 1865, 1867, 1868, 1875, 1885, 1890, 1895, 1896, 1900, 1901.
Delano, The Central Pacific Railroad of '49 and '69, S. F., 1868.
Clemens, The Celebrated Jumping Frog of Calaveras County, and other sketches, N. Y., 1867.
Hutching's California Magazine, 1857, Aug., Sept., Oct., Nov., Dec.; 1858, Jan., Feb., April, June, July, Aug., Sept., Oct., Nov., Dec.; 1859, May, Sept., Dec.; 1860, Feb., Mar., Apr., May, June, July, Nov., Dec.; 1861, Feb., Mar., April, May, June.
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 Pomeroy, *Law of Water Rights*, 1893.
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 Transactions of the American Antiquarian Society, vol. 2, 1835.

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Isaac Mendoza Book Co., 15 Ann St., New York

Henderson, *Life of Stonewall Jackson*, 2 vols.
 Saunders, *Compressed Air Information*, 1903.
 Maspero, *Dawn of Civilization*.
 Maspero, *Struggle of the Nations*.
 Maspero, *Passing of Empire*.
 Maspero, *Hist. of Egypt*, 13 vols.

The Methodist Book Concern, 150 Fifth Ave., N. Y.
 English Pronunciation, Thomas Lounsbury.

William Harvey Miner Co., 3518-20-22 Franklin Ave., St. Louis, Mo.

Dictionary of Unfamiliar Words, Lippincott.
 Quevedo, *Works in English*.
 Taney, *Pioneer Women of Kentucky*.
 Bulfinch, *Oregon and Eldorado*, Boston, 1866.
 C. P. A. Solutions.
 Cox, C. P. A., *Problems or Solutions*.
 Peasant Art in Sweden, Iceland, etc.
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 Trollope, Mrs., *Domestic Manners of the Americans*.

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- Presbyterian Book Store, 711 Church St., Nashville, Tenn.**
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 Christian Mysticism, Wm. Ralph Inge, published Scribner Sons.
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 McClure's Magazine from Jan., 1907 to June, 1908.

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 Life of Reverend Charles Nerinck, C. P. Maes.

Paul R. Reynolds, 70 Fifth Ave., New York City
 Delineator, April, 1920.
 Pictorial Review, January, 1919.
 McClure's Magazine, November, 1920.
 Modern Priscilla, May, 1921.
 McCall's Magazine, August, 1920.

Riker's—Booksellers, 302 Eighth St., Des Moines, Ia.
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 The Rise and Fall of Susan Lennox, D. G. Philips.

St. Louis Public Library, Olive, 13th and 14th Sts., St. Louis, Mo.

Thomas, C., Catalogue of Prehistoric Works East of the Rocky Mountains, Bulletin no. 12, of the Bureau of American Ethnology, Smithsonian Institution.

Savannah Public Library, Savannah, Georgia

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 De Amicis, Spain and Spaniards, Putnam, 1 vol. ed. De Kay, Life and Works of Barye, N. Y., 1889.
 A Diary from Dixie.
 Freeston, Passes of the Pyrenees.
 Holmes, Notes on Science of Picture Making, London, 1911.
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 Am. Journal Pharmacy, vol. 92, 1920.
 Am. Journal Public Health, vols. 1, 2, 4, no. 9, vol. 5, nos. 1, 3.
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 Beers, From Chaucer to Tennyson, 1899.
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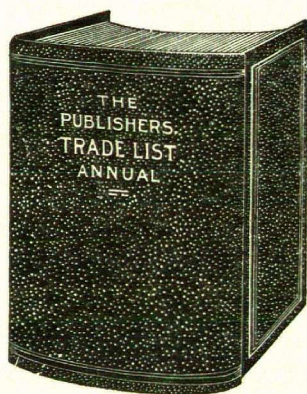
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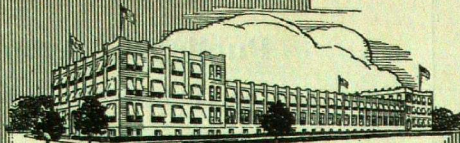
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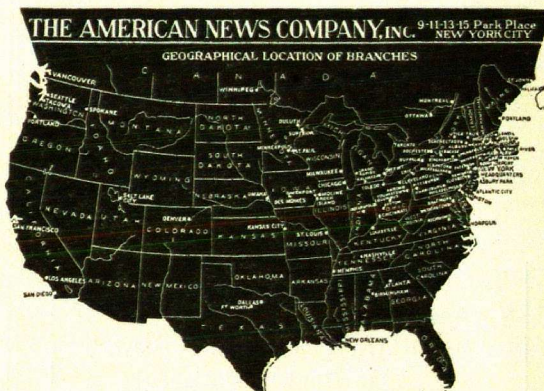
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